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# The Editor's Page

## Unpaid Rail Taxes

**T**ITLED "Tax Grab in Jersey," a critical discussion of efforts by the State of New Jersey to collect railroad delinquencies is being nationally circulated by American Trucking Associations, Washington legislative bureau of highway transporters.

Prediction is made that taxpayers generally, chiefly truckers and motorists, eventually will pay the railroad companies' tax-bill.

The trucking association's comments follow:

"Railroads in New Jersey have been fighting for seven years to evade payment to the state of taxes assessed against their properties. These taxes, plus interest, today amount to \$46,746,000, and there is pending in the Legislature a bill to compromise the payment at slightly more than \$15,000,000. The difference is about \$31,000,000 of which the state would be deprived and which, in all probability, would have to be shifted to other taxpayers.

"Perhaps someone not familiar with railroad tax matters might inquire how the railroads got so far in arrears. When the railroads talk the taxes they pay, just remember they don't always pay them. They chalk up what they are supposed to pay as actual payments. 'Tax accruals' is the technical term.

"On the other hand, they inveigh against the motor carriers, alleging what the latter pay in license fees and gasoline taxes are not really taxes. Avoiding argument for the moment, no one can deny that motor carriers pay those levies. They pay them right on the line. They are not 'accruals,' but hard cash. And the motor carriers don't drag the state authorities through every court in the land, nor do they attempt to evade their just payments through the means of a high-priced, powerful lobby at the state capital.

"Members of the State Legislature have referred to the proposal to compromise the amount due as a 'steal,' a 'tax grab.' If the Legislature accepts the compromise, the state will have to tap other sources for revenue. Naturally, it may be expected to turn to highway users who are not accustomed to evading their taxes.

"The railroads have been turned down, from the State Board of Tax Appeals to the Supreme Court of the United States. It is hoped the legislative branch of the state government will follow the lead of the judiciary and tell the railroads to pay up in full."

## Saturday Closing

**W**AREHOUSES in general, as well as shippers, have either settled down to a 5-day week of 40 hrs. or are seriously considering same in lieu of the Oct. 24 deadline making effective a 42-hr. week under the Federal Wage-Hour Act. Others, due to labor arrangements, are contemplating a 42-hr. week with overtime between 10 A. M. and 12 noon Saturday.

The first announcement of a Saturday closing came from Chicago, where the principle merchandise warehouses decided to make this effective July 1. In Philadelphia, a similar decision has been made, effective August 1. Some of these warehouses are keeping small skeleton forces on hand for emergency shipments. Others are entirely closed.

Customers of the New York City cold storage warehouses were notified by letter in effect as follows: "The national trend of today is toward a shorter working week and recent changes in our union contract make it necessary that we confine our service to a 5-day week, Monday to Friday.

"In order to meet this new condition, we will close our warehouses all day Saturday, commencing with Saturday, July 8, 1939. Service Monday through Friday will be the same as heretofore, but Saturday will be a closed day, the same as Sunday."

The New York cold storage warehouses are agreed upon \$35 for a 40-hr. week, Monday to Friday; overtime on Saturday, time and a half, or \$5.25 for 4 hrs.' work. The Saturday closing has met with 100 per cent cooperation with the customers.

The inland warehouse labor committee of the Port of N. Y. Warehousemen's Assn., reports that its offer to the union for a 40-hr. week at \$33.00 is acceptable.

As many of the warehouses in the smaller cities are now keeping open anywhere from 44 to 54 hrs. per week, depending largely on the demands for warehouse service in those sections, it is presumed that most of them will have to stagger the hours of their employes, as it is much harder to sell the idea of closing all day Saturday to firms getting merchandise out of warehouses in the smaller cities than in the larger ones.

Many of the warehouses are questioning their responsibility to present holders of warehouse receipts who might require deliveries on Saturday morning. They are also interested in knowing how to get around what appears to be the law which requires warehouses to make deliveries on demand.

It is understood that the time-and-one-half provision is not for the purpose of raising wages. It was designed to discourage a longer work-week than the standard. To what extent the shortened work-week will result in increased employment is a matter of conjecture. Obviously, Congress had in mind situations where the customary hours per week prior to Oct. 24, 1938, were substantially longer than in the public warehousing trade. Since so many of the warehouses had generally adhered to the N.R.A. maximum, the necessary adjustment under the Wage and Hour Act has been slight.

In Boston, warehousemen are working under a labor arrangement with a local union which, in turn, is under the wing of the International Longshoremen's Assn. The present contract expires Dec. 31, 1939 and in it there is a provision for the 42-hr. change due in October. Warehouses there will continue after Oct. 24 to pay the current rate per hour, that is, a basis of \$30 for 44 hrs. for ordinary warehouse labor, except that after Oct. 24, time-and-a-half will be paid between 10 A. M. and 12 noon Saturday. This applies to men who have worked a full week of 42 hrs. ending 10 A. M., Saturday. In other words, at least until Dec. 31, 1939, the current rate per hour will be paid whether on a 44-hr. or 42-hr. basis. Overtime will probably be paid after Oct. 24.

## The 1939 Tax Law

**M**ORE than any other revenue act of recent history, the new tax law which became effective June 29 affords an opportunity for the business man to lower his tax costs by intelligent tax control. Of equal importance is the opportunity now provided to carry through needed adjustments in corporate structures and debt liability which these adjustments involved under previous tax laws.

According to TRI analysis, the new "last-in-first-out" method of taking inventories has been extended to all taxpayers. The option to use this method was restricted by the 1938 Act to inventories of raw materials used by tanners, processors and producers of non-

ferrous metals. Now, taxpayers may, upon proper application to the Commissioner, inventory all or any part of their goods at cost, treating those remaining on hand at the close of the taxable year as being, first, those included in the opening inventory at the beginning of the taxable year, and second, those acquired in the taxable year. The goods in the opening inventory of the first taxable year for which this method is used for tax purposes (the closing inventory of the previous year) must be considered as having been acquired at the same time and their cost must be determined by the average cost method.

The new "last-in-first-out" method may be used for taxable years beginning Jan. 1, 1939, or thereafter. However, as a condition precedent to the using of this method, taxpayers will be required to show that they used the "last-in-first-out" procedure in inventorying, to ascertain profit or loss for credit purposes, or in reporting to stockholders, or for other business purposes. According to TRI recommendations, it is imperative that taxpayers who wish to prevent artificial profits arising from rises in commodity prices, from increasing tax liability for this year, take immediate steps to place their regular accounting procedure, credit statements, etc., on a "last-in-first-out" basis.

The new Act further provides that in a sale of goods by a manufacturer to a selling corporation, a charge for coverings and containers is to be included in the manufacturers' sales price for manufacturers' excise tax purposes only if actually furnished by the manufacturer.

The foregoing rule applies to any charge incident to placing the article in the condition packed, ready for shipment. Whether or not the sale is an arm's length transaction, wholesalers' salesmen's commissions and costs and expenses of advertising and selling and transportation, delivery, insurance and other charges are to be excluded from the manufacturer's selling price for tax purposes only if established to the Commissioner's satisfaction.

It would appear that manufacturers of products subject to the excise tax will be able to effect a tax-saving by setting up a separate sales corporation and having this unit provide coverings and containers and put the articles in condition ready for shipment. If this is done by the sales corporation and not by the manufacturer, such costs may be excluded from the manufacturer's price for excise tax purposes. If the stock ownership of the two corporations does not interlock to an extent of more than 75 per cent, the Commissioner will have the burden of establishing that sales by the manufacturer to the selling corporation were not made at a bona fide price. Even though this condition is not met, the above charges may not be included in the manufacturer's price.

### Work on New Freight Classification

**B**ECAUSE of complexities arising from the ever-increasing list of commodities transported by rail, the Traffic Advisory Committee of the Association of American Railroads recently began the work of further simplifying the classification of all products of industry and the rules which determine the application of the various classifications.

Out of this work is expected to come a condensed, consolidated freight classification applicable to all sections of the United States that will be more easily interpreted and applied by shippers and better meet the requirements of the public and railroads alike.

Under the general direction of the Traffic Advisory Committee of the association, the task of simplifying the classification of the whole varied and complex list of articles of commerce in America is to be carried through by a special subcommittee of three. This subcommittee met in Chicago in July and in New York

### Convention Dates

July 28-Aug. 7—Seventh World's Poultry Congress, Cleveland, Ohio.

Aug. 6-10—6th Annual Convention of North American Van Lines, Inc., Hotel Adelphia, Philadelphia.

Aug. 7-9—Virginia Beach, Va. First Annual Convention of the Virginia-Carolina Peanut Assn.

Aug. 23-26—12th Annual Convention of National Food Distributors' Assn., Hotel Sherman, Chicago.

Sept. 20-22—17th National Conference and Exposition of National Industrial Advertisers, Inc., Hotel New Yorker, New York City.

Oct. 8-10—Annual Convention of National Poultry, Butter and Egg Assn., Lord Baltimore Hotel, Baltimore, Md.

Oct. 9-11—26th National Foreign Trade Convention, Hotel Commodore, New York City.

Oct. 12-14—Waco, Texas. Annual Convention Southwest Warehouse and Transfermen's Assn., Hotel Roosevelt.

Oct. 23-25—6th Annual Convention, American Trucking Assn., Stevens Hotel, Chicago.

Oct. 30-Nov. 1—31st Annual Convention of Associated Grocery Manufacturers of America, Waldorf-Astoria, New York City.

Nov. 6-8—Fall Convention of Associated Traffic Clubs of America, Chicago.

Nov. 23-24—32nd Annual Convention of National Industrial Traffic League, Palmer House, Chicago.

Feb., 1940—Annual Convention, Mayflower Warehousemen's Assn., Indianapolis, Ind.

in August, and thereafter will alternate between those two cities until the work is completed. The members of this subcommittee have been relieved of all other duties until their work is finished. They have full power to put into effect changes in the classification which do not affect charges paid by shippers. Changes which do affect shippers' charges are to be docketed for public hearings, to be held in New York, Chicago and Atlanta, at dates to be announced.

Members of the classification simplification committee are: A. H. Greenly, New York, representing Eastern territory, chairman; E. H. Dulaney, Atlanta, representing Southern territory; and W. E. Prendergast, Chicago, representing Western territory.

The present Consolidated Freight Classification, a 500-page book which lists and describes the 15,000 different classes into which commodities are grouped for rail shipment in the United States, is the result of the ever-increasing diversity in American commerce. Originally, each railroad had its own classification, but as the movement of freight from one railroad to another increased, and invention and development added new products or changed old ones, the use of separate classifications gave rise to great confusion. Between the years 1882 and 1889 the separate classifications of individual railroads were combined into joint classifications for the Eastern, Western, and Southern territories. In 1919, all descriptions of commodities in three classifications were made uniform, and since that date they have been published in one consolidated volume covering the whole country and including almost every article of commerce from abrasives to zirconium.

Development of new methods of packing, as well as new materials and products, called for still further complexity in the classifications, since the descriptions of commodities for shipping purposes, in many cases, must include not only the article itself, but also the manner in which it is packed.

The change and development in American commerce



is reflected in the fact that much more than half of the articles now listed in the classification either did not exist or were not articles of commerce when the joint classifications were first adopted half a century ago. Hundreds of different sorts of chemicals and acids which were then unknown, for example, or were laboratory curiosities, are now shipped on the railroads in tank-cars. As a result of the growing number of different articles offered for shipment, and their increasing diversity and complexity, the classifications made from year to year have developed into an intricate mass of details.

While some steps have been taken toward simplifying the form and method of their publication in the consolidated volume, the Traffic Advisory Committee of the Association of American Railroads believes that much more can be done through the work of the new special committee on simplification, divorced from all other duties and devoting full time to the task. It is expected that their work will result in a large reduction in the number of items, a material simplification in the rules and regulations, and a classification which will be more easily interpreted and applied by shippers and railroads.

#### Anticipate 9.9% Increase in Carloadings, 3rd Quarter

A national forecast of the Regional Shippers' Advisory Boards, covering freight car requirements of 29 principal commodities as furnished to the car service division of the Association of American Railroads, estimates an increase of 9.9 per cent in carloadings over the same period of 1938, in other words, from 4,793,346 to 5,268,278. The largest increases are to take place in District 3 of the Northwest, District 2, Great Lakes, and District 9, Allegheny. At these points the increase is expected to be more than 15 per cent. Decreases are expected in District 10, Central Western and in District 5, Trans Missouri-Kansas.

On products, decreases are expected on grain, cotton seed and products, except oil, citrus fruits, potatoes, sugar, syrup and molasses.

The biggest gains will be in iron and steel, motor cars and parts, ore and concentrates, and cement.

#### Personnel

Charles H. Beard has been appointed general traffic manager of the operating companies of Union Carbide and Carbon Corp., New York, according to A. B. Clark, director of traffic.

R. G. Culbertson, vice-president and operating executive of Eyres Transfer & Warehouse Co., Seattle, Wash., has become president of the Rotary Club, University District.

R. E. Kunde has been appointed traffic representative for the Bethlehem International Supply Co. at Tulsa, Okla.

E. H. Newsom has retired as traffic manager for Stein, Hall and Co., New York, and has been appointed traffic representative. N. B. Chabot has been appointed traffic manager to replace Mr. Newsom. W. J. Peel has been appointed assistant traffic manager.

B. S. Gardner has been appointed general traffic manager of the United Shipping Co., at Minneapolis, Minn.

L. A. W. Doherty, general freight traffic manager of the Canada Steamship Lines, Ltd., has announced that Ronald Metcalfe has been named general freight agent and put in charge of all matters relating to import and export traffic.

#### Greyvan Files Exceptions

Erroneously reported in the July issue of *DandW* as action by the Interstate Commerce Commission, the tentative finding that Greyvan Lines, Inc., of Chicago, Ill., had not established its rights under the "grandfather clause" of the Motor Carrier Act, merely expresses the opinion of a Commission examiner, investigation discloses.

The service for which Greyvan sought an I. C. C. certificate was in operation on June 1, 1935 (date of enactment of the Motor Carrier Act), and has been continuous. Examiner C. Garofalo, who conducted hearings in Chicago, recommended denial of the application, however, saying: "... the relationship of owner-operators to applicant corporation cannot be determined with any degree of accuracy, and, therefore, it is not possible to determine which party performed the transportation service."

Greyvan has filed exceptions to the report and recommendations, listing numerous grounds of error and asserting both Greyvan-owned and owner-operated vehicles have been used through the period necessary to establish "grandfather" rights. The protest will be considered in conjunction with the report before the Commission announces a decision.

#### Hamilton Heads Cal. Warehousemen's Assn.

At the 19th annual convention of the California Warehousemen's Assn., recently held at Los Angeles, I. W. Hamilton, Pacific Commercial Warehouse, Inc., Los Angeles, was elected president for the ensuing year, replacing W. E. Hibbitt, under the provisions of its by-laws, which prevent the president from succeeding himself. With nominal changes, the other officers and members of the board of directors, as well as the secretary, L. A. Bailey, were reelected.

The convention was considered one of particular interest and instruction. Approximately 50 warehousemen from various points in California were in attendance.

The meeting place for 1940 was not officially selected, but under its custom of alternating conventions between the cities of Los Angeles and San Francisco, it is assumed the convention next year will be held in the latter-named city.

#### George L. Walt

GEORGE L. WALT, president, manager and operating executive of the Lansing Storage Co., Lansing, Mich., died July 14.

Mr. Walt was always a very active worker in the Michigan Furniture Warehousemen's Assn., being its treasurer at the time of his demise. Through the years the only meeting he missed was the one in Frankenthum, due to illness.

The many friends and associates of Mr. Walt and the entire Michigan Assn., will greatly miss him for a long time.

#### Charles Robert McLaughlin

CHARLES ROBERT McLAUGHLIN, president of the Hempstead Storage Corp., Hempstead, N. Y., which he established 15 yrs. ago, and prominent New York and Hempstead builder, died July 4 at his home, 58 Cathedral Ave., Hempstead, after a month's illness. He was also president of T. J. McLaughlin Sons, contracting firm, Hempstead, a former director of the Hempstead bank, a member of the Hempstead village zoning board of appeals for 9 yrs., and a member of the New York Athletic and Hempstead Golf Clubs.

Mr. McLaughlin is survived by his widow, Mrs. Martha Washington Moorhead McLaughlin; 3 daughters, Mrs. Jean Bird, Mrs. Lois Jessup and Miss Ruth McLaughlin; 2 grandsons, Malcolm Whitney Bird and Peter Rogers Jessup.



*To preserve private enterprise in transportation and provide maximum self help and a minimum of government regulation, the author of this article suggests*

# A COMMISSIONER OF TRANSPORTATION

By W. J. WILLIAMSON\*

General Traffic Manager,  
Sears, Roebuck & Co.



W. J. WILLIAMSON

WE are here to discuss transportation, presumably on the premise, and perhaps correctly so, that transportation has become a national crisis.

The coal, lumber, cement, and other industries, our natural resources and agricultural pursuits, our policies relative to import trade, and most other forms of endeavor, are now facing their most critical stages in history.

In many respects, the national transportation situation is perhaps of greatest urgency by reason of the fact that it touches directly or indirectly upon every citizen; further, because its solution, or the failure to solve it, may well determine the future course of our basic national methods and policies.

I have chosen as my subject "A MAXIMUM OF SELF HELP—A MINIMUM OF GOVERNMENT REGULATION" because I am convinced that the great need in the transportation industry is a real expression of individual initiative to accomplish those things which cannot be governed by law and voluntary co-operation in the conflicting relationships between all forms of transportation, and between shipper and carrier, which will promote an inherent desire to bring about stability within the industry regardless of whatever Congress may do.

The deplorable status of our present situation is largely due to public apathy and misunderstanding; to the extreme expression of

self-interest on the part of those party to the problem. And, the problem is largely economic. It cannot be justly said that the present plight of the transportation industry was caused entirely by laws and regulation, nor, that it can be cured merely by changes in such laws. During the past 10 yrs. there has been a tidal wave of material, printed and spoken, on the subject of transportation. Virtually all that can be said has already been said. Little is gained by now reviewing the past legislative, economic and financial history of the industry. A condition confronts us and the greatest contribution anyone can make at this critical hour is to pick up the loose ends, eliminate all irrelevant factors that have no direct bearing on the main issue, arrange the balance in logical sequence and put them to analyzation.

## All Claims Not Sound

Manifestly, all the arguments and panaceas which have been put forward cannot be entirely sound. Somewhere within them there must be a common denominator by which to compose these different points of view in the interest of the greatest good to all. To do so not only makes common sense but in the end the problem cannot be solved in any other way. In this effort to assemble the facts into a consistent and reasonable picture, we, who are parties to the Transportation Association of America, are giving our untiring energies.

There is abundant evidence of

the sickness of the transportation industry. Over one-third of the railroad mileage of the country, aggregating 77,560 miles of main line, is in trusteeship or receivership operated under the direction of the Courts; about \$3,000,000,000 dollars par value of securities of these properties are in default of payment of principal or interest, or both.

Much the same applies to the waterline companies operating coastwise, inter-coastal and on the Great Lakes, and to the inland waterways whose official figures show large net losses in each year since 1929, with few exceptions.

During the last seven years over 5,000 miles of electric lines have operated in red ink.

While complete and official figures for motor vehicles are not available, a survey of over 18,000 truck lines last year showed that during the first 9 mos. the operating ratio was 99.65 per cent.

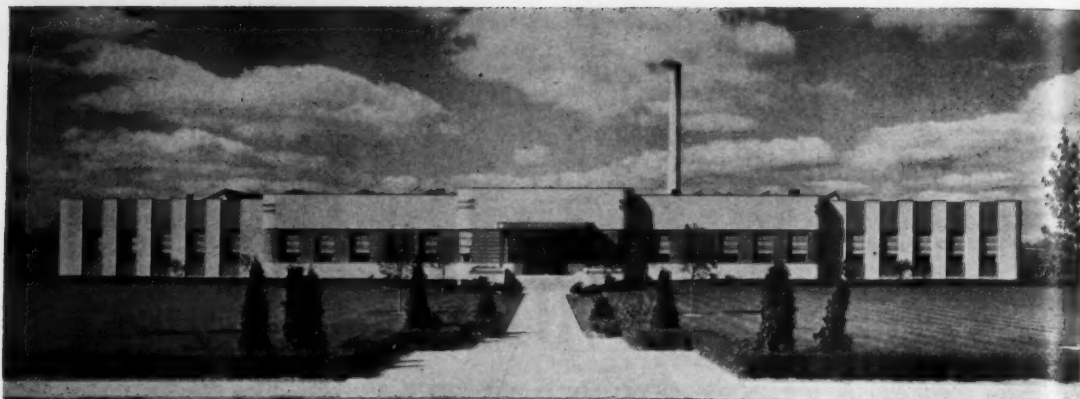
Hence, the sickness is not confined to the railroad industry; it applies with equal force to all forms of transportation.

We deal, therefore, not with a railroad problem, but with a transportation problem; in fact, with the largest economic issue which ever confronted this country. The implications are far-reaching.

As for the railroads, the facts have been well publicized. Earnings and credit have sunk so low that they cannot finance maturing obligations or meet current needs. Already the railroads are obligated to the Reconstruction Finance Corporation in an amount exceeding \$400,000,000. The income to railroad bondholders has been reduced by nearly \$150,000,000. Meanwhile, nearly 1,000,000 stockholders have watched their dividends shrink by

(Continued on page 22)

\*Before the Western Traffic Conference, San Francisco, California, May 18, 1939.



Front view of the Clapp Baby Food Plant, located at Rochester, New York

## HOW CLAPP BABY FOODS ARE DISTRIBUTED

**Warehouses Provide Storage Provision and Service  
for Handling and Maintenance of Spot Stocks**



**T**HE canned baby foods industry is one that has made a rapid growth from a very modest start. Harold H. Clapp, who died June 10, first put such a product on the market; today it is being widely distributed, aided by spot stocks in public warehouses located at strategic points.

Eighteen years ago Mr. Clapp's son, Jack, fell and seriously fractured a bone in the head. The boy's health at the time made recovery seem doubtful, and he was put under the care of a leading pediatrician of Rochester, New York, where his family lived. This physician prescribed a well-rounded diet including an abundant amount of strained vegetables and strained soups consisting of vegetables, cereal and meat, to provide the necessary building materials for the healing of the bone fracture. Largely due to the diet regime, the boy recovered nicely.

The story of Clapp's development of strained foods for his own son's use, and the subsequent growth of demand from others, its acceptance by physicians, not only in his own city, but throughout the country is

an interesting one, leading up to that part of his distribution problems which especially interest *DandW* readers.

As the business grew and prospered, an ever widening field of distribution developed. Today, to facilitate quick delivery, spot stocks of Clapp's Baby Foods and Clapp's Food for Young Children are carried in various public warehouses, strategically located to provide the greatest range of distribution. Among this list are to be found the Anchor Storage Company, Chicago;

Buffalo Warehouse Company, Houston, Texas; Savannah Bonded Warehouse Company, Los Angeles; Savannah, Georgia; Metropolitan Warehouse Company, Los Angeles; and Winn and Russell, Inc., Seattle, Washington.

In extending its field of distribution it has been the common practice of the company to launch its sales campaign in a selected territory through salesmen, brokers, and jobbers, and then, when satisfactory outlets have been established, to arrange for suitable



Interior view: a corner of the laboratory in the new plant of Harold H. Clapp, Inc., where samples are taken and tests made to insure the high standards

storage provision and warehouse service for the handling and maintenance of spot stocks. The warehouse service required, beyond the storage of stock, generally consists of shipping, billing, and repacking, —the latter in instances where an order calls for assorted cases.

The original line of strained foods manufactured in the Clapp company's modernly equipped tile-walled and tile-floored plant at Rochester, New York, in the heart of the Genesee Valley truck-garden region, consists of seventeen varieties. There are five soups—a strained and unstrained baby soup, vegetable, liver, and beef broth; eight vegetables—tomatoes, peas, asparagus, beets, spinach, carrots, green beans, and mixed greens; three fruits—apricots, prunes, and apple sauce; and one cereal.

Always considered as pioneers in the preparation and marketing of baby foods, the Clapp company again extended its pioneering activities when, late in 1937, it introduced to the baby specialists and the mothers of infants throughout America, a new line of products known as Clapp's Chopped Foods for Young Children, to meet the needs of that feeding period between the time the infant goes off strained foods but yet is not quite ready to assimilate the regular family table foods. The chopped foods are presented in eleven different varieties—two soups, being vegetable and liver; two junior dinners—beef with vegetables and lamb with vegetables; five vegetables, listed as carrots, spinach, beets, green beans, and mixed greens; and two fruits—apple sauce and prunes.

Formerly packaged in glass containers, and sold at relatively high prices, the Clapp food products were transferred to a tin line to be sold at lower retail prices. Distribution, which had formerly been confined through independent drug stores, was then spread to reach all logical outlets, with emphasis placed on distribution through grocery channels. The cans are of small size, carrying a net weight of 4½ oz. to 5 oz. in the strained foods and 7½ oz. in the chopped foods. These cans are packed in cartons of 12's and 24's, the average weight per dozen cans, cartoned, being five pounds in the strained foods and eight pounds in the chopped foods.

All shipments to warehouses are made in carload lots direct from the Rochester plant. Cartons are sent to the shipping room on hand trucks to be loaded on motor trucks or in freight cars spotted on the company's own rail siding.

Shipments to the west coast warehouse, as well as to Savannah and



Shipping platform at private railroad siding. Cartons of the Clapp products being loaded into box cars

Houston, are made either by rail or waterway barge to New York for transshipment to coastwise vessels, the Pacific coast points being reached via the Panama Canal. During the summer months shipments to the Anchor Storage Company outlet at Chicago are made on motor ships traversing the New York State Barge Canal and the Great Lakes.

### Speed and Accuracy

No special care is required in the warehousing of these stocks other than is commonly necessary in the handling of canned goods. Orders for Clapp products are filled by the various warehouse outlets except when some doubt arises, in which case the order must be approved by the home office at Rochester. In short, what the company looks for from its warehouse facilities is prompt and courteous dealing with its customers, and "speed and accuracy in billing and routing with a minimum of dependence on the home office." When this service is satisfactorily carried

out, the home office staff is relieved to devote its attention to the manufacture and sale of its products.

Shipments from a warehouse may be made by rail or motor truck, whichever offers the best service, a matter left entirely to the discretion of the warehouse authorities. Three times each month the warehouses submit inventories as to sizes of cartons, as well as inventories in total by items supported by a detailed account of receipts and shipments.

In 1931 Johnson & Johnson, famed for Johnson's Baby Powder and other products, purchased the Clapp company, which, however, has always been operated as a separate autonomy with a completely independent executive staff and organization. Mr. H. W. Roden, who had for years guided the destiny of Johnson's Baby Powder, became President of the newly acquired company. Other officials include E. J. Fitzpatrick and W. J. Roehl, Vice-Presidents; R. B. Thomas, Treasurer; and R. A. Reinecke, Secretary.

### American Home Products Acquires Clapp Baby Foods

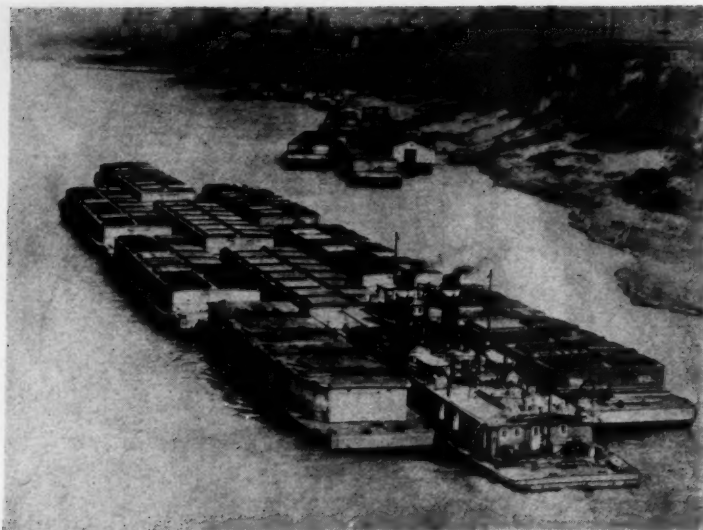
Late in May, Harold H. Clapp, Inc., was sold to the American Home Products Corp. by Johnson & Johnson. H. W. Roden, president and general manager of Clapp, will continue as operating head of the American Home Products division, and will make his headquarters in Jersey City, N. J.

Clapp's independent management policies will be continued. New

products will be confined to the field of child feeding.

Since American Home Products engages in the manufacture and sale of its ethical drug products in various parts of the world, whereas Clapp has confined its activities to this country and Canada, it is thought that baby products will be marketed in other countries in the future.





Federal towboat and nine barges moving upstream into Memphis.

## OUR VITALLY IMPORTANT INLAND WATERWAYS

### They Provide Deep Water Shipping at Economical Rates

By LACHLAN MACLEAY

President, Mississippi Valley Assn.

AMERICA'S most pressing economic problem today is distribution—the high cost of getting raw materials to our factories and the finished products to market. It is the cost of transportation, more than any other factor, which determines the location of new factories, limits or expands trade markets, and controls our participation in foreign trade.

This is why the nation's attention is centered on the transportation problem. It explains the growing recognition of the economies of low cost inland water transportation and the rapid increase of inland water transport services. When the Federal Barge Lines pioneered in the renaissance of river transportation beginning back in 1920, there were no other contract or common carriers on the Mississippi and its tributaries.

In 1927 the Union Barge Line began operations with barge service from Pittsburgh to New Orleans. The following year the American Barge Line was organized. The Campbell Transportation Co. started in 1931. In 1930 the Mississippi Valley Barge Line inaugurated barge service from St. Louis and Cincinnati to New Orleans. With the completion of the Illinois Waterway section of the Lakes-to-the-Gulf Waterway a number of new barge services were started, including the Ohio River Co., the Central Barge Line, the John I. Hay Co. and the Barry Barge Line.



Self-propelled barge owned by the Inland Waterways Corp. in service on the lower Mississippi River. This type of "packet barge" carries 3,000 tons of merchandise and operates on a schedule of 5 days downstream from St. Louis to New Orleans, and 7 days upstream.

All of these lines, with the exception of the Federal Barge Lines, are privately owned and operated. They have been financed with private capital, with only one exception, without recourse to government loans or other financial aids. They are not only rendering a valuable service to industry and agriculture but they are making legitimate profits for their stockholders.

The low cost rates offered by these barge lines are particularly important in the Middle West and South. This inland basin, between the Alleghenies and the Rockies is the only highly developed section in the world, agriculturally and industrially, which is located so far from tidewater. It is a country of long distances between local markets, as well as being remote from the seaboard. Hence the cost of transportation is a vital factor, not only in controlling the development of its agriculture and industry, but in de-

termining the price of commodities shipped into this section.

#### Industry on Water

The trend of industry has always been to locate close to low cost water transportation. In the past our industrial development has been concentrated on the North Atlantic seaboard, the Pacific Coast, and the cities along the Great Lakes. Census figures show that 61 per cent of our manufactured products are produced in this small "deep water" rim which represents but 7 per cent of the nation's land area.

This is not a healthy situation for the nation. It results in an uneconomic concentration of population and wealth. It intensifies unemployment in periods of depression. It leaves portions of the country, rich in agricultural and mineral resources, doomed to industrial isolation. The results are reflected in the country's population growth. In

the 20-yr. period from 1910 to 1930, the United States Census Bureau figures show that the average population growth of the United States was 33.5 per cent. The Middle West and South, however, averaged only 24 per cent, and many of the states in this section showed averages as low as 10 and 11 per cent. As a result of this failure to keep pace with the normal population growth of the nation, this section lost 17 seats in the redistricting of Congress following the census of 1930.

This loss was undoubtedly due in part at least to the Panama Canal, which brought the Atlantic and Pacific seacoasts closer together and strengthened the national defense, but made it impossible for the Mississippi Valley to pay rail rates and compete on equal terms with either seaboard, or to meet seaboard competition in foreign markets. It was to help offset this transportation barrier that the Government has developed the inland waterways.

The inland waterways of the mid-continent area include the Mississippi River system, the Great Lakes System, and its extension, the New York State Barge Canal. The Mississippi System includes not only the Mississippi River itself, extending from St. Paul and Minneapolis to the Gulf of Mexico, but the Ohio, the Missouri, the Monongahela, the Tennessee, the Cumberland and the Warrior rivers, as well as the Intracoastal Canal along the Gulf from Texas to Louisiana, Alabama and Florida. The two systems provide a connected route on which boats may navigate from the New York harbor to any principal port along the Great Lakes or in the Mississippi Valley.

The lowest cost transportation in the United States today is on the Great Lakes. Traffic on the lakes, which consists principally of grain, ore, coal and limestone, moves at a cost to the shipper of about 1 1/4 mills per ton mile. On the incom-

pleted channels of the Mississippi System, barge lines are handling bulk cargo at a cost to the shipper of from 2 to 3 mills per ton mile, and package freight at an average of about 5 mills per ton mile. The average rail freight rate of the United States for Class I railroads is 9.9 mills per ton mile.

Perhaps an illustration will explain what this means to shippers in the Mississippi Valley. In 1938 Iowa farmers shipped 5,000,000 bushels of corn out of Muscatine, Iowa to New Orleans by barge at a rate of 11 cents per 100 lb. The rail rate from Muscatine to New Orleans was 24 cents per 100 lb. During the year the movement of corn from Illinois River points to New Orleans was even greater. This grain was moved at a rate of 9 1/2 cents per 100 lb. as compared to the rail rate of 23 cents.

The savings in freight rates were reflected in higher prices to the farmers. Still more important, the

Distribution of manufactures and population. Shaded areas show the principal manufacturing districts within 50 miles of the sea-coast and Great Lakes and the remaining part of the Mississippi Valley states which drains into the Mississippi River and its tributaries.



Typical river craft at the Ohio River Terminal & Warehouse Co.



World's largest Diesel-powered towboat, the Herbert Hoover, has twin-screw propellers.

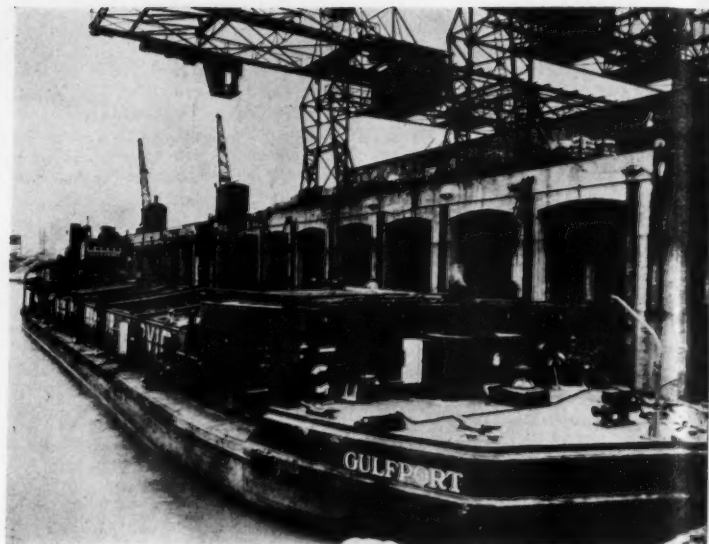


river rates enabled the Illinois and Iowa corn to reach export markets in competition with Argentine corn. If it had not been for the river rates, this competition could not have been met.

It is conservatively estimated that the direct savings to the public on goods transported on the inland waterways is not less than \$1 per ton. In 1937 the Mississippi System carried 74,353,000 tons of freight, valued at \$1,557,483,000. This would make the direct public savings on this movement more than \$74,000,000.

This saving does not include the enormous indirect savings resulting from lower rail rates, brought about by inland waterway competition. These savings are even larger than the direct savings and would not be available if water competition did not exist. For example: the rail rate on wheat for export from St. Louis to New Orleans is 45 per cent less than it was before the advent of barge transportation; from Kansas City it is 33 per cent less and from Omaha it is 33 and 1/3 per cent less. Similar savings in reduced rail rates are also available on sugar, coffee, rice, canned goods, petroleum, tobacco, cotton and many other commodities.

Under the Denison Act these savings can also be extended to communities not located on the waterways. The act provides that the railroads shall make joint rail-water rates at a differential lower than the all-rail rate. A number of the joint rates are now in effect and the Mississippi Valley Assn. has intervened in the case pending before the Interstate Commerce Commis-



Self-propelled barge "Gulfport" of the Federal Barge Line taking on cargo for southern shipment at the North Market St. terminal, St. Louis, Mo.

sion to revise all joint rates and routes.

### Waterway Economy

The economy of the inland water carriers lies largely in the size of their operations. The average barge tow consists of from four to ten barges, pushed by a modern towboat. The barges vary from 1000 to 2000 tons in capacity. One 2000-ton barge can handle a cargo equivalent to 40 average size freight cars. On the Mississippi and Ohio rivers tows of 12,000 tons of mixed cargo

are not uncommon. This is the equivalent of 248 average freight cars loaded to capacity, or 16 average freight trains.

The tows operate on clockwork schedules, averaging 7 days downstream between St. Louis and New Orleans and 13 days upstream, with stopovers for loading and discharging freight. Express packet boats, which supplement the tows, operate on a somewhat faster schedule.

On the lower Mississippi River, the Ohio, and on the Warrior River and the Intracoastal Canal, year-round service is maintained. In recent years all-year service has been maintained on the Mississippi as far north as St. Louis. On the Upper Mississippi, the Missouri, and the Illinois Waterway the navigation season usually begins in March or April and extends until late November or December.

The Monongahela, Ohio, and Lower Mississippi rivers have standard gauge 9-ft. channels. In 1933 the Illinois waterway, connecting Chicago and other lake ports with the Mississippi system and forming the Lakes-to-the-Gulf Waterway, was completed with a 9-ft. channel and opened to navigation. There is now a 6-ft. channel on the Missouri River to Kansas City and work is progressing rapidly on the 6 ft. channel to Omaha and Sioux City. With the completion of the Fort Peck Dam and the adoption of legislation pending in Congress, this will become a 9-ft. channel. The 9-ft. channel on the Upper Mississippi to Minneapolis and St. Paul is expected to be completed by 1940, and regular barge service is maintained on the upper river.

(Continued on page 85)

A typical J & L downriver tow, about to depart from the Aliquippa Works near Pittsburgh on its 2,000-mile voyage down the Ohio and Mississippi. A tow like this usually consists of nine steel barges loaded with a great variety of steel products. The value of these tows, including equipment and cargo, exceeds \$1,000,000. Barges are delivered to Parkersburg, Cincinnati, Louisville, Evansville, Memphis and New Orleans





# Legislation, Politicians and Education in Traffic Management

**A Frank Discussion on Questions Uppermost in the Minds of Those Who Are Interested in Seeing That the Traffic Institute Makes Headway**

By F. A. KEELING

**L**EGISLATION and education are the twin protectors of any profession. A profession is justified by education, it is protected by legislation." The above statement was added as a postscript to a letter received from a Certified Public Accountant to whom the writer addressed a questionnaire and a request for information regarding the professional Institute of which he is a member.

Letters were likewise sent to members of the other learned professions, who have obtained legislative recognition for their professional Institutes or Associations.

One question upon which I sought enlightenment was, "Have the members of your profession found legislative recognition objectionable because of political or state control?" My reason for asking the question in this manner was because in two letters from the same state, my correspondents objected to placing the profession of Traffic Management into the hands of politicians or under state control, which they consider practically the same thing.

Members of the recognized professions to whom letters were sent all agreed that legislative recognition is a protector of a profession and were not acquainted with any members of their profession who had found state, legal or legislative recognition objectionable.

## Political Control

A member of the Legal Fraternity asks the writer: "Does it not seem foolish to even consider that members of the various professions would, of their own volition, hand their professions over to objectionable political or state control? If traffic managers want legislative recognition, they will have to ask for it; and when they do, traffic managers will have to submit the rules, regulations, entrance or scholastic requirements and ask that a board of examiners composed of members of their profession be appointed to examine applicants who seek the professional designation. Where does political control become objectionable in such a program?"

Surely, it must be admitted that if legislative recognition for their profession has not been found objectionable by the members of the "Big Ten" professions, it should not be to the members of the so-called profession of traffic management.

In a conversation with a widely known member of the legal fraternity, I was informed that he had discovered crooked politicians in other places than the legislative halls; in fact, even in ecclesiastical and fraternal national conventions.

A manuscript containing a speech that he had recently delivered before a state association cites a statement made by John W. Davis, former president of the American Bar Association, which was published in the American Bar Association Journal of January, 1934. I present the entire statement for the benefit of those who favor a national professional association or insti-

tute, rather than state associations and legislative recognition:

"Year by year and more and more the American Bar Association"—(which had a membership in 1934 of 27,036 lawyers, out of 165,000 lawyers in the United States) "by reason of its growth in membership if not otherwise, assumes to speak as the voice of a continental bar. Its claim to do so is mere usurpation unless it is so organized as to be fairly representative of every class and section of professional opinion. Can this be said to be its status so long as the repository of supreme power and the organ of ultimate expression is merely an annual mass meeting; and a mass meeting, too, whose preponderant numbers are drawn in the very nature of things from the membership nearest in mileage to the point of assembly."\*\*\*\* A viva voce vote in such a gathering on important questions can only be treated as a fair expression on the somewhat violent assumption that lawyers and the opinions of lawyers are alike the country over."

After reading this statement in the manuscript, I was reminded that I had used the same statement in a lecture, and I informed the member of the Bar that on the preceding page of the source from which he had taken the above statement as well as other material, he would find a still stronger condemnation of politics in national conventions or mass meetings. Reference was made to the statement of Dr. Reed, an eminent authority on legal education, who said of the American Bar Association: "The association is controlled in a great measure by a small executive committee and a general council forming a close corporation. They have organized campaigns to drag in all the new members that they can find."\*\*\*\* While the mechanism of formal election has been retained, the actual standard of admission has been debased to little more than willingness to pay the dues of the association. When election is easy and accomplishment small, the patient and successful practitioner may well question whether it is either a personal advantage or a public duty to join or whether he would not thereby be merely playing into the hands of the seekers for petty notoriety who inevitably play a considerable part in all professional organizations." (Bulletin No. 15, Legal Education). Will those who favor a national Institute of Traffic Management sponsored by a national transportation association guarantee that politics and petty notoriety seekers will not creep into the national councils?

In the foregoing quotation, it is stated that the American Bar Association is controlled in great measure by a small executive committee and a general council forming a close corporation, and this is true of practically all national organizations.

The plans for the national organization, the American Institute of Traffic Management, presented in 1935 to the Associated Traffic Clubs of America by the Chairman of the Educational Committee of that organization (see page 728, Oct. 26, 1935, Traffic

(Continued on page 42)



Fig. 1—Small units of one-ton capacity make this type of equipment available even for the smallest industry. (Courtesy Vaughn Motor Co.)

**I**N preparing the feature article for the July issue, "MATERIALS HANDLING, How, Why, When, Where," so much information and such a variety of photographs illustrating the use of fork trucks would leave one to believe that this piece of materials handling equipment was the only unit on which progress was being made at the present time.

It was impossible to cover this particular type of equipment in detail in the feature article, because we were trying to cover all types of materials handling equipment. While we used certain photographs to illustrate the application of fork trucks, we feel that this particular type of apparatus is being given consideration by so many of our readers at the present

# FLEXIBLE FORK TRUCKS

IN

## MATERIALS HANDLING

This type of equipment is mobile, operates on handlings vertically as well as horizontally, and has many applications.

By MATTHEW W. POTTS

time, that it would be well to devote one article exclusively to the subject of fork trucks only.

Fork trucks are available in a wide variety of sizes, and with different types of power. These trucks have been built for many uses in the handling of finished products, and also for use in the production processes of industry. The capacities range from 2,000 lbs. to 25,000 lbs., and in some special cases, to even higher capacities.

It will, therefore, be seen that the truck should be selected to fit



Fig. 2—This illustrates a vertical handling as well as a production operation, and clearly demonstrates the flexibility of this type of equipment. (Courtesy Clark Tractor Co.)



Fig. 3—With one hand-handling cargo can now be transferred from the hold of the ship across the pier and into waiting trucks or cars by using mechanical equipment. (Courtesy Towmotor Co.)

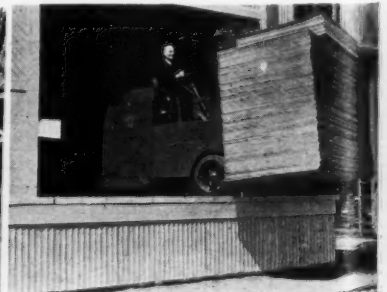


Fig. 4—This gasoline tractor is handling 3½ tons of plywood, with the load completely overhanging the platform, thus demonstrating the stability of this type of truck. (Courtesy Willamette-Hyster Co.)

the job for which it is intended, and since there is such a range in capacity of trucks, care should be taken in making comparison between various types of trucks which are on the market.

As stated above, there are also many methods of powering these trucks, such as straight gasoline drives, gasoline-electric power units and storage battery units.

Each type of power has its place and application, and the type to be selected depends upon the operation, its location, the type of service required of the truck, and a number of other points which should be given careful consideration.

We are not attempting in this article to illustrate the large trucks which have been built for special purposes, but we are illustrating trucks, any one of which could be of interest to our readers.

For example, the small gasoline truck shown in Fig. 1 has many applications in industry and warehouses for light loads not exceeding 2,000 lbs., and where stacking of 8 ft. to 10 ft. is a maximum. This type of unit is also available in electric gasoline-powered units.

To show what savings can be effected by the use of even a small unit of this character, we are quoting from data supplied by the National Grocery Co., a large wholesale grocery concern in Seattle, Wash. This company keeps accurate records on the operation of its trucks, and Mr. Roe, of the company, estimates his cost of operating this truck at 12 cents per hour, and the figures are broken down as follows:

	Per Year
Original cost \$1,400—deprec. @ 10% .....	\$140.00
Gasoline 1 gal. per day—250 gal. for year @ 15¢ .....	37.50
Oil 8 qt. per mo.—96 qts. @ 20¢ .....	19.20
Repairs he estimates at \$5.00 per month (although none so far) .....	60.00
	\$256.70
(A total operating cost of about \$21.00 per month)	

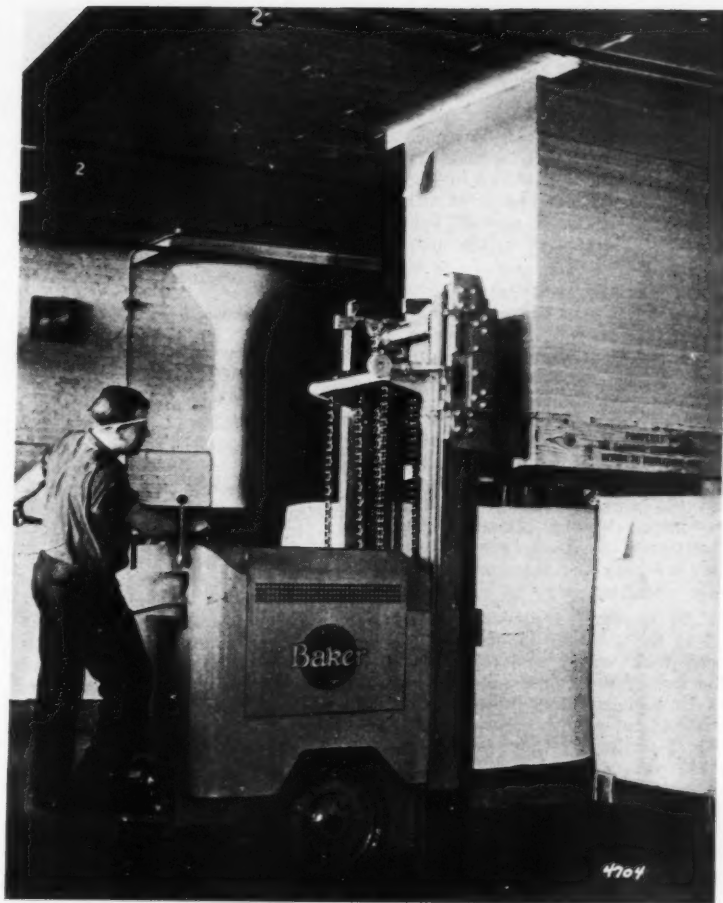


Fig. 8—The vertical uprights and tiering features of trucks are not new, but the use of the forks eliminates the forward truck wheels and reduces the height required for pallet or skid. (Courtesy Baker-Raulang.)

Mr. Roe figures 22 working days a month, allowing for half-days, holidays, etc., which would work out actually at about 12.4 cents per hour.

The matter of the wages paid an operator was purposely left out of the above set-up, because of the variation in wage scales throughout the country. However, this will be touched on later.

When asked for a comparison between hand operation in unloading and piling as against the use of a pallet and fork truck system of



Fig. 5—Savings are frequently effected by using more than one type of mechanical handling equipment on certain operations. (Courtesy Mercury Mfg. Co.)

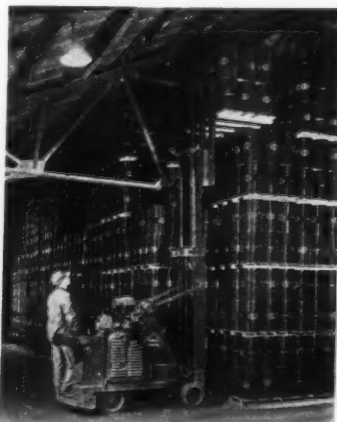


Fig. 6—Height does not seem to be an obstacle to the fork truck. It is all a matter of design. (Courtesy Elwell-Parker Co.)



Fig. 7—The shape of the package or load to be handled is not an obstacle to the fork truck, for wherever the load can get through, the fork truck will take it. (Courtesy Yale & Towne.)



this type, the following example was given:

Taking a specific commodity, like canned milk, for example, a car-load of from 600 to 700 cases, using hand methods, required four men a total of  $2\frac{1}{2}$  hrs., or 10 man-hrs. When using the unit shown in Fig. 1, the work was done by three men (including the truck operator) in a total of  $1\frac{1}{2}$  hrs., or in  $4\frac{1}{2}$  man-hrs.

The company also had an interesting example in the handling of sugar, as all of this sugar is bought f.o.b. its warehouse. In unloading, the two teamsters piled the sugar sacks onto pallets at the platform, and these are picked up by the truck and stacked mechanically, so there is no hand-piling or handling whatever on sugar until it is ready for delivery to a customer. Before installing the truck this operation required two men stacking and one man hauling four-wheel trucks.

The question frequently arises as to the cost of pallets for use with fork trucks and, of course, the size of the pallet and the load to be handled have a bearing on the element of cost. However, on this installation, they decided on 2,500 pallets, which cost about 70 cents each, or an investment of \$1,750. It is estimated that the depreciation of these pallets will have to be charged off at about \$50 per year.

Fig. 2 illustrates a slightly larger gasoline-propelled truck, and shows how the fork truck can be used in industry for mobile lifting operations. The Wright "Cyclone" engine shown in the illustration weighs 1,300 lbs., and this truck handles the motor from storage by suspending it beneath the fork, and brings it to the point of assembly, elevates it, holds it steadily at the proper height for installation into the wing mounting. Thus one man with the machine handles these heavy loads as easily as an ordinary workman would handle a box containing a pair of shoes.

### Stability of Trucks

The question has also arisen regarding stability of these trucks. Fig. 4 shows a  $3\frac{1}{2}$ -ton load of plywood boards on a gasoline-operated fork truck, and note how the load overhangs the platform, without any danger of the rear end of the truck lifting up.

The matter of stability depends a lot on the design and the selection of the proper truck to handle the desired capacity. Since there is such a wide capacity range available in these trucks, there is no reason why a light truck should be used for a heavy job, or a heavy truck used for a light job.



Fig. 9—The use of a pallet makes for wide distribution of load over the pile. (Courtesy Automatic Transportation Co.)

It is for this reason that we are presenting this article now, to show this wide variety of truck sizes, so as to minimize the number of misapplications on this equipment.

As previously stated, the question of the type of power available and where various power units can be used is also clearly illustrated in this article. While the first four illustrations have shown straight gas power, Figs. 5 and 6 show what are known as gas-electric power units, where the controls are by means of electricity, produced by a gasoline engine, driving an electric generator.

Figs. 7, 8 and 9 show trucks equipped with electric storage batteries for power.

Many restrictions which were formerly placed on the use of gasoline-powered vehicles in industry have been removed, and even the electric truck manufacturers are now equipping their units with gasoline-operated generator sets. In a number of cases, manufacturers are producing all three types of power in their trucks: straight gas, gasoline-electric generator, and storage battery operated trucks.

Another example of definite savings by using this type of equipment is the case of the North Pier Terminal Co. in Chicago, operating at—barge-rail point—and handling an average of approximately 2,000 tons of package freight per week. The movement of this tonnage into and out of barges and railroad cars, and also into and out of the storage warehouse is expedited by the use of gasoline tractors, with trailers, and a gasoline-electric powered fork-type truck.

Fig. 5 illustrates one of two methods at this point in the handling of tin plate from rail cars to the barges. The first nine bundles of tin plate are removed from the floor of the car by the fork truck and placed, two bundles per trailer, on the trailers lined up on the platform adjacent to the car. After nine bundles are removed from the car, there is sufficient

room within the car to permit the fork truck to maneuver, and the bundles are then loaded onto the trailers, which have been spotted inside the car by the tractor.

When the car is completely unloaded, the tractor hauls the loaded trailers directly down a ramp to the deck of the barge, and the fork truck transfers to this point, where it removes the bundles of tin plate from the trailers and stacks them two-high on the decks of the barge.

Another effective method of handling tin-plate, and one often used, is to have the fork truck remove the bundles from the car, and stack them two-high on the platform, from which point the overhead crane slings the bundles to the deck of the barge.

When using this latter method, the handling of an average of 33 bundles of tin plate requires 30 min., and the services of a total of seven men. It has been found that the fork truck and tractor-trailer method first described is even more efficient. Actual comparison has proved that the tractor-trailer method requires only 2 man-hrs. of time, as against the  $3\frac{1}{2}$  man-hrs. for the fork truck crane sling operation for the same work.

### High Piling

As to the height to which these trucks can pile, there seems to be no limit, if the truck is designed for that particular operation. Fig. 6 is a good example of high piling with a fairly heavy load. As to the size and shape of the load, this also seems to be a matter of great flexibility, as illustrated in Figs. 7 and 8.

It has also been found that the use of the pallet with boards on both top and bottom sides makes for a better distribution of load over the bottom pile, as illustrated in Fig. 9. This distribution of weight permits higher piling with less damage to the packages on the bottom piles, and because the fork truck only requires a few inches for entering the pallet, considerable space is saved in the height of the pile by using this system.

Materials handling is at its best when proper coordination of handling operations between manufacturer and consumer has been carefully studied from every angle, so as to permit the most efficient operation of man power, mechanical power, so as to reduce fatigue, increase the efficiency of the operation, permit a quicker turnover of inventory, reduce storage space required, and to make for safer operation.

There is no doubt that fork trucks are playing an important part, and will continue to play an important part in handling methods.

# FROM The Capital

## Freight Forwarding Investigation

**I**NVESTIGATION of freight forwarding practices by a Senate committee was assured when the upper house of Congress, nearing its adjournment date, passed a resolution to that effect sponsored by Senators Burton K. Wheeler and Clyde M. Reed.

The action followed an agreement during consideration of the National Transportation Act, when Senator Reed forebore discussion of freight forwarding on the promise that it would be exhaustively studied.

The vote to inquire was taken on the basis of the following report from the Interstate Commerce Committee:

"The Senate Committee on Interstate Commerce, to whom was referred Senate Resolution 146, having considered the same, report thereon with the recommendation that it do pass without amendment.

"Senate Resolution 146 was introduced jointly by the chairman of the Senate Committee on Interstate Commerce and the junior Senator from Kansas, Mr. Reed. The resolution authorizes the Senate Committee on Interstate Commerce or any subcommittee to make a full and complete investigation of freight-forwarding companies and the possibilities of improving methods of handling certain classes of traffic. Senate Resolution 146 carries no appropriation, though it does authorize the Senate Committee on Interstate Commerce or any subcommittee thereof appointed pursuant to Senate Resolution 146 to request clerical or expert assistance from the executive departments, the Interstate Commerce Commission, or other Government agencies.

"The Senate Committee on Interstate Commerce is directed by Senate Resolution 146 to report the results of its studies pursuant to the resolution to the Senate and to the Congress at the beginning of the next regular session. There has been a consistent and vigorous demand from all interested parties for such a study as is provided by Senate Resolution 146. The American Trucking Association, through its representatives, has urged such a study and freight forwarding regulatory legislation. Certain forwarding companies have endorsed

the study and the Interstate Commerce Commission has already devoted considerable time and thought to the problem of regulating freight-forwarding companies. At the present time proposed freight-forwarding legislation is pending before the House Interstate and Foreign Commerce Committee.

"Adoption of Senate Resolution 146 would permit a constructive study by the Senate Committee on Interstate Commerce. The Senate committee recommend prompt adoption of Senate Resolution 146.

"There is herewith appended a copy of Senate Resolution 146.

"RESOLVED, That the Committee on Interstate Commerce, or any duly authorized subcommittee thereof, is authorized and directed to make a full and complete investigation and study with respect to (1) the nature and legality of the methods now employed by common carriers by railroad subject to the Interstate Commerce Act for the handling of their express traffic, their forwarder or consolidated-carload freight traffic, and their freight traffic in less-than-carload lots; and (2) the possibility of improving the methods of handling such classes of traffic in the interest of economy and of better service to the public. The committee shall report to the Senate, at the beginning of the next regular session of the Congress, the results of its investigation and study, together with its recommendations, if any, for legislation.

"For the purposes of this resolution the committee, or any duly authorized subcommittee thereof, is authorized to request the Interstate Commerce Commission and any of the executive departments or other agencies of the Government to furnish to it clerical and expert assistance in the conduct of, and any information in their possession with respect to matters within the scope of, such investigation and study."

## Foreign Trade Zone Additions Approved

Secretary of Commerce Harry L. Hopkins has announced the approval by the Foreign Trade Zones Board of the application of the City of New York for construction of additional facilities in Foreign Trade Zone No. 1, Stapleton, Staten Island.

The action was taken after a public hearing here June 7 when warehousemen in the Port of New York registered serious protests, contending that operation of the free port has created a competitive obstacle to the private warehousing industry, and that there is "no economic justifications" for the construction program.

The improvements at Stapleton free port, to cost \$453,670, include a utility building for the storage and manipulation of merchandise which will cost \$210,000, and tanks for storage of vegetable and marine animal oil, to cost \$240,000. The Board also granted permission to extend the present gatehouse to provide additional office space for Federal officials and the operating organization of the zone. The extension will cost \$3,670.

Although industry witnesses argued otherwise, officials of the Foreign Trade Zones Board said that the additional facilities authorized complied with the terms of the grant to the City of New York and the foreign trade zones Act, when announcement of the approval was made.

At present, the New York foreign trade zone is the only one operating under the act, passed June, 1934, permitting the establishment, by public and private corporations, of foreign trade zones in ports of entry of the United States.

## Progress in Motor Vehicle Regulation Uniformity

Encouraging progress is shown in a recent summary of action by the states based on the Uniform Vehicle Code of five acts designed as models for state laws covering various phases of vehicle regulation.

The original Code was adopted in 1926 by the National Conference on Street and Highway Safety and was overhauled in 1930, 1934 and 1938. Only minor changes were found necessary in the latest revision.

The number of states now having the acts of the Code in whole or substantial part is as follows:

Drivers License Act, 45 states; Uniform Rules of the Road and Vehicle Equipment Act, 36 states; Safety Responsibility Act, 34 states; Civil Liability Act, 26 states; and Registration and Anti-theft Act, 28 states.

## N. F. W. A. CONVENTION

**Mid-Summer Meeting at Mackinac Island Discusses Problems and Looks Forward to 1940 for a Real Pick-Up in Storage and Moving**

**A** FINE attendance and a full program marked the 6-day mid-summer meeting of the National Furniture Warehousemen's Assn. and the Allied Van Lines at the Grand Hotel, Mackinac Island, Mich., July 16 to 21.

The meeting was called to order by president Wm. T. Bostwick, and the gathering stood for a minute in silence in memory of the recently deceased member, George Walt, of the Lansing Storage Co. Mr. Bostwick reported on the general situation and emphasized the importance of the N.F.W.A. in the daily business life of the member companies.

### Divisional Reports

Following the report of Mr. Bostwick, came those of the various officers and division vice-presidents. Hugh G. Walsh, vice-president and regional director, Eastern Division, in report stated that though things were not as encouraging as they should be, most of the members in his division felt that 1940 will bring at least the start of prosperity. He reported on information received from the various states as follows:

In Delaware, conditions are not as good as in 1938. Storage is off 4 per cent, local moving 9 per cent, and packing 13 per cent. Long distance moving, however, is up 28 per cent.

Maryland shows about the same condition as in Delaware. Storage has decreased 6 per cent and local moving is off 10 per cent. Long distance removals, on the other hand, have increased 7 per cent.

Massachusetts presents a little different picture, with storage off 5 per cent and local moving much less on account of ridiculous prices being quoted. He cited several instances where movers are advertising in Boston to move five rooms for \$10. The long distance moving in Massachusetts has also decreased on account of very keen competition.

Mr. Walsh reported an increase of 9 per cent in New York City and lower New York State storage. Packing increased 7 per cent, but the local moving and long distance hauling have decreased 2 and 11 per cent respectively. In upper New York State the storage business has not improved. The percentage of occupancy in warehouses runs from 60 to 75 per cent, with more goods going out of the warehouses than new lots received. High labor rates have hit local moving. Low rates have hit the long distance business. In Buffalo, there is a plan on foot to have a central registration office with all I.C.C. long distance movers registering all jobs. The first man registering is to set the footage and no deviation is to be made unless an error can be shown in his calculation. A general meeting is to be held in Buffalo in the very near future, with the expectation of promoting an office of this kind, with the assurance that the Buffalo I.C.C. supervisor will cooperate in the prosecution of any evils.

In Connecticut, storage has increased 20 per cent, as has local moving. Long distance moving is down 5 per cent and packing 15 per cent. Business conditions are generally good in Connecticut and prospects for the future are likewise bright.

West Virginia shows only a 2 per cent drop in storage. Long distance moving is steadily increasing, as is packing. State regulation on local moving is expected to be enacted by Sept. 15, with tariffs filed Jan. 1. This is expected to improve the local situation.

Storage is definitely off in Pennsylvania, possibly due to so much holding of goods privately in apartment house lockers and in attics of homes. Long distance moving is on the up-grade, but local moving is sliding fast. In Philadelphia, 17 companies are under rigid union jurisdiction and they are doing only about 25 per cent of the local moving in that city. The other 75 per cent is being done by non-union outfits.

Frank A. Payne, vice-president and regional director, Western Division, reported an average decrease of 1.5 per cent in the storage revenue in the 5 mos. just passed over a corresponding period in 1938. In local moving, he reported an increase of 2 per cent; long distance, a 3 per cent increase; and in packing, a decrease of 14 per cent. Over-abundance of available space resulted in cut prices on storage, according to one western member. Increased taxes have hit some of the members, as have the activities of union agitators.

Forrest Cannon, in his report as field secretary, emphasized the association's desire to restrict its membership to such firms as are able to meet the high standards of requirement established. Though new members will be sought, the major effort will be to do everything possible for the present members. He also pointed out that in cities where local cooperation amongst the members existed there was usually optimism and a steady business. On the other hand, where discord existed or lack of cooperation, Mr. Cannon found the members anything but optimistic, with rates far below their normal level.

Mr. Cannon also reported on the advisability of using the N.F.W.A. trade mark in *DandW* and other advertising, particularly in *DandW* where there is no charge for this service.

### Rates Too Low

Reed J. Bekins, chairman of the local moving committee, reported that rates are too low in comparison with labor costs, taxes and other government levies. Labor rates, he stated, are from 10 to 25 per cent higher today than they were in the peak of prosperity of the 20's. In many localities the moving rates are about the same as they were 15 to 20 yrs. ago. The result is that the use of red ink for the local moving department is becoming more and more predominant.

"One of the answers to making your local moving department more profitable," said Mr. Bekins, "is greater cooperation through your local association consisting of all the movers, large and small, that can be induced to join.

"In most localities the smaller movers are in the majority, so they should be encouraged to interest themselves in the association and run the show. In a large majority of instances you will find they will do a good job of it, too. With confidence in one another, the moving operators should be able to increase rates to offset increased costs so that the local moving will result in a profit. If the smaller operator wants to charge a slightly lower rate because of inferior equipment or facilities, let him have this differential. You will find it far better to have him with a set rate than with no rate at all.

"Hourly rates should be the standard method of charging for local moving throughout the United States because your largest item of expense, labor, is paid on that basis. The association should put out a rate-guide containing the moving, packing, storage, shipping and other rates generally used in that locality, for the guidance of members. Let the non-members have these rate-guides if they want them, and you will find that it will be an education to them and will reduce some of the ridiculous rate-cutting."

Mr. Bekins then referred to the seasonal character of local moving, and cited an experiment that has been tried during the past year in San Francisco to level

(Concluded on page 84)



# Mayflower Meeting

**Last of 8 District Conclaves at New York Climaxes a Very Successful Coast-to-Coast Tie-Up with Over 370 Members and Guests**

THE 8th district meeting of the Mayflower Warehousemen's Assn. and the Aero Mayflower Transit Co., the last of a series extending from coast to coast, included members of the Eastern Division. Over 110 attended the 2-day session at the Hotel New Yorker, New York City, held July 15 and 16. This meeting climaxed a very successful series of district conclaves at which 377 members and guests were contacted by the various officers of the association and the Transit company, all of whom covered every meeting.

These meetings were designed to give members who could not attend the annual convention in February a chance to secure first-hand the benefit of the discussions that took place there and at the same time to iron out problems that exist locally. The members were also given a chance to discuss ways and means of improving service to the customer.

Both the storage and transit divisions of Mayflower have been helped considerably by suggestions of the members at these meetings, particularly from the young members. K. K. Meisenbach, president of the association, stressed at the New York meeting that the suggestions from the young men were most constructive and would have an important bearing in Mayflower's efforts to further perfect its storage and road service.

It was brought out at the meeting that a large majority of the agents are in favor of painting and lettering their trucks in the Mayflower style. Many expressed an opinion that by doing so, they had benefited materially in new business and new leads.

## Larger Van

When asked whether they thought that the inside dimensions of the Transit van should be increased, the majority indicated that that should be done.

Frank E. Hess, Waterbury, Conn., vice-president, Eastern Division, presided. The warehouse sessions carried over to Sunday, encroaching somewhat on the proceedings presided over by Don Kenworth of the Transit company, scheduled for the last day.

The warehouse division discussions on the tip system, rates, storage and local moving problems, advertising, and packing were prolonged because of general interest, so that it was therefore necessary to postpone explanation of the all-risk insurance plan by W. Lee Cotter and a representative of the insurance company until late Sunday morning.

The tip system, or registering of leads and bids, as practiced in New York City and other cities, aroused considerable interest and a very favorable desire for a more universal acceptance of such a plan. Mr. Meisenbach explained that it had been responsible in Dallas for much better competitive conditions. It was also brought out that in Buffalo, the tip system has a chance of coming under I.C.C. supervision.

George Dintelmann, St. Louis, and others, queried the meeting as to what could be done to eliminate so much overlapping of state, county and local associations, all of which seem to be covering the same ground. As was explained, some of the members are paying from \$1,200 to \$1,500 annually in dues to these various organizations and as a result there is a question of whether the members are getting their money's worth from such

expenditures. The thought was conveyed and quite favorably received that perhaps the best solution to this problem was the employment of a full-time executive secretary for each state or large local group to give his undivided attention to the work now carried on by so many separate organizations.

E. H. Lamkin, executive secretary, explained how through weekly round-table discussions, Detroit warehousemen had been able to accomplish much in the way of cooperation. The warehousemen in that city decided that the public knew very little about storage and all it involved. As a result a cooperative advertising campaign in the newspapers was conducted to apprise the public of just what storage is and can do. Six advertisements were used with copy designed to create new storage volume. The names of the participating companies appeared in each and were rotated so that no one company appeared at the top of the list each time.

## All-Risk Insurance

W. Lee Cotter, chairman of the insurance committee, in cooperation with a representative of the insurance company handling the insurance, gave considerable time in explaining the all-risk insurance plan that was announced at the Biloxi, Miss. convention last February, and covered by *DandW* in its March issue. Each member under the all-risk transit certificate will be covered "on physical loss or damage from any cause whatsoever, excluding loss or damage from insects, moths, vermin, ordinary wear and tear and/or gradual deterioration, inherent vice, depreciation and/or delay." The rates to be charged are quite reasonable and are on a mileage basis and valuation.

The master policy provides that certificates may be endorsed to also cover the property insured while stored in members' warehouses subject to the same terms, conditions and requirements as required under the transit certificate. The rates for storage coverage are arrived at by applying the co-insurance fire contents rate applicable to the warehouse.

The next step is the improvement of packing standards and uniformity so that the customer can be offered all-risk insurance on approved packed freight shipments.

E. S. Wheaton, vice-president of the Aero Mayflower Transit Co., in his message to the meeting, stressed on more intelligent selling. He pointed out that long distance moving business cannot be secured for the most part until the customer is first convinced of the quality of service. The rate question is secondary. He told in a recent large factory move involving hundreds of employees where the contract was signed without a bid being submitted. Later when the price was submitted and accepted, it was found to be some \$2,000 higher than the next lowest bid of a competitor. The factory officials were more interested in seeing that their employees were on the job quickly at the new location and satisfied that their insurance and other matters would be handled satisfactorily than they were in the question of how much it would cost to make the move.

Mr. Wheaton also advised that he expected a decision soon on the Ex Parte 19 rate question, and stated that it would order rates on a weight basis. In lieu of that, a new tariff based on weight is now being prepared by the Household Goods Carriers' Bureau.

Salesmen were asked to seek better organization of their work each day. Any letter writing or phone calls were to be done the first thing in the morning, followed later in the morning by estimating. Closing of orders was thought to be preferable at night when both the men and women were at home. It was considered a waste of time to make household calls in the afternoon, or at least early afternoon when the women folks were usually out. That time could be better used in calls on national accounts.

# ECONOMY IN MODERN DISTRIBUTION

## 4-Chemicals and Allied Products Industries\*

The Fourth of a Series of Nine Articles That Will Point Out What the Major Industries Are Doing in the Field of Distribution, and What Changes Have Occurred in Practices in Regard to Retailing and Wholesaling. The First Article, Appearing in the May Issue, Covered the Food Industries. The Remaining Articles Will Consider the Following Industries: Leather, Stone, Clay and Glass, Iron, Steel and Allied Products, Non-Ferrous Metals and Machinery.

By JOHN H. FREDERICK

Professor of Transportation and Industry, School of Business Administration, The University of Texas

**M**ANUFACTURERS of chemicals and allied products, whose 1935 sales to the various primary channels of distribution are comparable with 1929 sales to the same channels, show a tendency to increase sales through their own wholesale branches (accounting for 12.2 per cent of total sales in 1929 and 20.2 per cent in 1935) and direct to retailers (accounting for 12.7 per cent of total sales in 1929 and 15.3 in 1935). At the same time a smaller proportion of first sales was made direct to industrial users (33.5 per cent in 1929, 30.9 in 1935) and to wholesalers and jobbers (39.1 per cent in 1929, 31.0 per cent in 1935) as is shown by Chart I.

Every one of the manufacturers, whose sales are analyzed in the table on which the charts are based, increased distribution through their own wholesale branches, but this shift in the use of primary channels of distribution is very noticeable for manufacturers of patent medicines and druggists preparations and manufacturers of cosmetics and other toilet preparations. (See Charts III and IV.)

In 1929, 18.7 per cent of all manufacturers sales of patent medicines and druggists preparations went first to manufacturers' own wholesale branches. In 1935, this proportion had increased to 27 per cent. At the same time the proportion of first sales of cosmetics and toilet preparations going to this channel of distribution also increased from 2.6 per cent in 1929 to 8.5 per cent in 1935.

Taking the manufacturers in this industry as a whole, it is also seen that a greater proportion of first

sales went direct to retailers of all types, including chain stores in 1935 (15.3 per cent) than in 1929 (12.7 per cent).

The manufacturers of cleaning and polishing preparations (see Chart II) showed a very decided shift away from wholesalers and jobbers, although these outlets still were the most important for the industry (accounting for 58.3 per cent of total sales in 1929 and 40.7 per cent in 1935). Direct sales to industrial users and retailers took the place of sales through wholesalers and jobbers in 1935 as compared with 1929.

From the available data it appears that sales through their own wholesale branches, while not as important as a primary outlet as direct sales to industrial users and sales to wholesalers and jobbers, is a very important channel of distribution in the chemical and allied products industry. The increased use of this channel of primary distribution creates some important problems for the industry.

The branches which have been established by members of this industry during the past few years have either been warehouses or stock-carrying branch offices but in either case they have been adjuncts to distribution rather than production. The factors chiefly responsible for the establishment of branches of one type or another by manufacturers of chemicals and allied products, as well as by manufacturers in other industries, have been:

1. Hand-to-mouth buying in this field is a national merchandising policy. Retailers and wholesalers refuse to carry stocks, so the manufacturers must do so in order to have goods readily available to their trade and to industrial users. This is particularly important for the manufacturers of perfumes, cosmetics, patent medicines and toilet preparations who wish to fully cap-

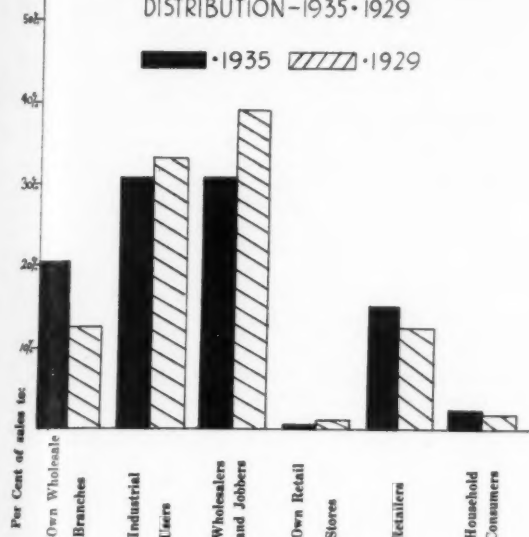
**Comparison Between Channel of Primary Distribution Used for First Sales by Certain Manufacturers of Chemicals and Allied Products in 1935 With Those Used in 1929**

INDUSTRY	PRIMARY CHANNEL OF DISTRIBUTION USED											
	Own Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers		Household Consumers	
	Percent		Percent		Percent		Percent		Percent		Percent	
	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Cleaning and Polishing Preparations.....	11.7	10.4	23.0	18.5	40.7	58.3	.....	.....	23.8	11.6	0.8	1.2
Blackings, Stains and Dressings.....	.....	.....	30.7	23.8	57.4	65.0	.....	.....	11.8	11.2	.....	.....
Bluing.....	.....	.....	.....	.....	88.2	95.5	.....	.....	11.8	4.5	.....	.....
Glue and Gelatin.....	22.0	(a)	49.7	55.6	24.4	42.7	.....	.....	3.9	1.7	.....	.....
Patent Medicines and Druggists' Preparations.....	27.0	18.7	5.9	8.7	39.0	51.7	0.6	0.6	25.3	15.7	2.2	4.6
Perfumes, Cosmetics, and Other Toilet Preparations.....	8.5	2.6	1.7	1.2	40.4	44.9	1.7	1.4	41.8	43.1	5.9	6.8
All Chemical Industries.....	20.2	12.2	30.9	33.5	31.0	39.1	0.3	0.5	15.3	12.7	2.3	2.0

(a) In 1929, the Census Bureau combined sales to own wholesale branches with sales to wholesalers and jobbers in order not to reveal the operations of individual companies.

CHART I

SALES OF MANUFACTURERS OF  
CHEMICALS AND ALLIED PRODUCTS  
TO PRIMARY CHANNELS OF  
DISTRIBUTION - 1935-1929



utilize on their national advertising. National advertising is carried on in order to create a universal demand for certain products. The average purchaser of these products follows the line of least resistance and asks for them in local stores. The local merchants would gladly stock small quantities of these products, if they could be obtained readily, with certainty and without inconvenience. This can be accomplished only by having stocks available in various sections of the country from which these demands can be supplied.

CHART III

SALES OF MANUFACTURERS OF PATENT MEDICINES AND DRUGGISTS' PREPARATIONS TO PRIMARY CHANNELS OF DISTRIBUTION - 1935-1929

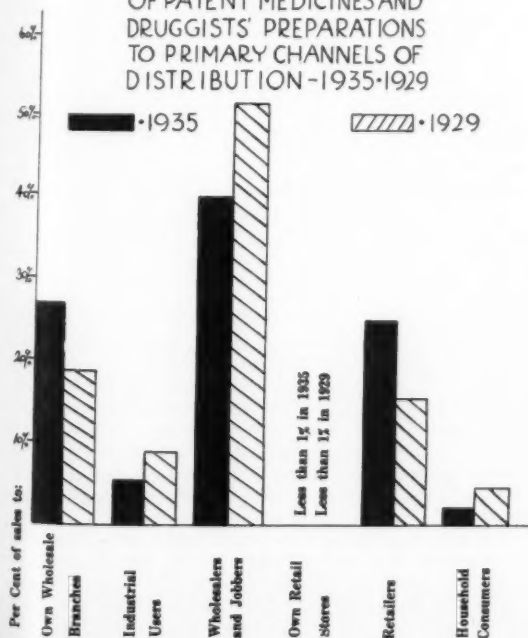
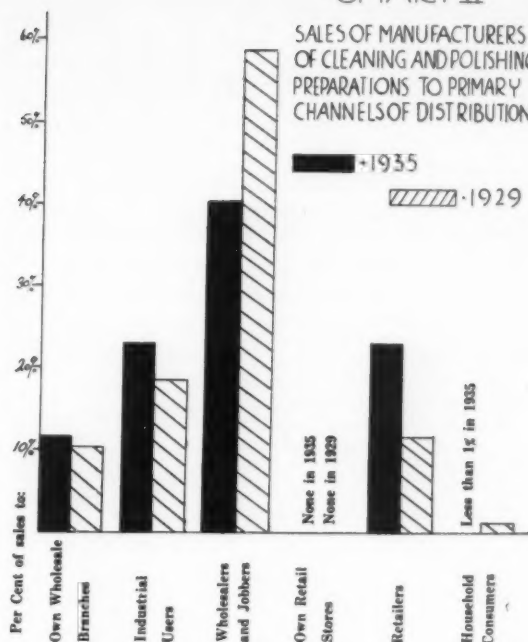


CHART II

SALES OF MANUFACTURERS OF CLEANING AND POLISHING PREPARATIONS TO PRIMARY CHANNELS OF DISTRIBUTION

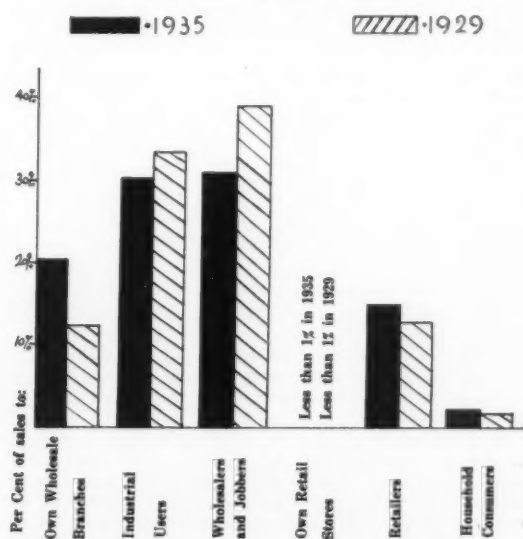


2. The need for locating branches where the business is thought to be and the realization that national distribution means getting the goods as close as possible to the retailer or industrial user before they are sold to him. Accessibility to markets ranks high as a reason why wholesale branches have been established in this industry.

3. Some wholesale branches have been established purely as a means of meeting competition even though  
(Continued on page 63)

CHART IV

SALES OF MANUFACTURERS OF PERFUMES, COSMETICS AND OTHER TOILET PREPARATIONS TO PRIMARY CHANNELS OF DISTRIBUTION - 1935-1929





## A Commissioner of Transportation

(Continued from page 7)

over 60 per cent—from \$430,000,000 to \$160,000,000 annually. During the past 10 yrs. labor has suffered by having its active ranks reduced by 800,000 men; its payroll reduced by \$1,000,000,000.

And, there are 64,000,000 people carrying life insurance policies with institutions among whose assets are more than \$3,000,000,000 invested in railroad securities. There are savings, trusts, and other banks, embracing over 44,000,000 separate savings accounts, which, when combined with educational institutions, hospitals, endowments and other foundations, depend upon income and support from over \$3,500,000,000 invested in railroads.

We cannot with accuracy, at this time, survey the effect of the financial condition of other forms of transportation on the millions of people dependent upon and affected by the collapse of the financial structure of these instrumentalities. With the sense of certainty we can say that the ramifications of the disaster affecting the railroads have spread with equal force and effect to the other modes of transport.

### Enormous Expansion

Since the World War, the nation's transportation machine has been enormously expanded and improved. It has undergone a basic transformation which did not reach its full import until the last decade. In fact, in some respects it did not even transpire until the last few years. By reason of vast expenditures made by the Federal Government upon the highways and waterways incident, in part, to a planned program initiated from 1916 to 1920—and, in part, to the emergency spending program of the past few years, still further changes are under way. While this transformation has been going on, the aggregate demand for transportation has been drastically curtailed for a multitude of reasons, many of them permanent in character.

For example, the industrial consumer needs less coal now because of more efficient combustion. The householder's welcome acceptance of the domestic stoker is providing more efficient utilization of his coal. Thus, especially during the immediate past, both industrial and domestic consumers have needed less of this fuel, with resulting decreased consumption and decreased transportation of coal. This trend is further intensified by the greater use of competitive power, whether in the form of electricity

through the wires, or in the form of gas or oil through the pipe lines. The necessity for rail transport of coal is being displaced—and in my opinion, permanently so. This loss has fallen, without anticipation, upon both the coal operator and the railroads and is one of the basic causes for the economic and social disarrangement in the coal industry.

The textile business, for generations grounded in New England, and always trading in the South for its raw materials, has migrated into the South, close to the source of its raw product.

The automobile industry has been decentralized through the establishment of numerous assembly plants.

Similarly, the rubber tire industry, concentrated in the past in the Akron district, has scattered itself throughout the whole country.

We now have far-flung plants dotting the nation engaged in the production of cement, which was formerly located in the slate regions of Eastern Pennsylvania.

The cross-haul of raw and finished material is permanently out of the picture. This process of rearrangement is only one of many fundamental changes in our productive and distributive methods which has eliminated the necessity of a vast amount of transport facility and service.

With less traffic available for distribution, the struggle for such traffic became intensified. Destructive competition spreads not only between the various agencies of transport, but among themselves. This war of survival superimposes drastic losses on the industry through cutthroat and unnecessary rate reductions and through a wasteful buildup of capital investments in facilities and services which, in the aggregate, are not necessary in the public interest.

Established industries and localities are fast losing their commercial advantages because of the turbulent transportation rate situation.

Competitive barriers are broken down because of the difference in rates offered by various types of agencies.

Virtually, we are confronted with an economic "civil war" because present practices in the transportation industry are not only destructive to the carrier but to all phases of agriculture and industry.

I am firmly convinced that the transition through which the industry is passing, and the effect of present disastrous practices and relationships upon all elements of our economy, requires a new and enlightening treatment on the part of all of us who are interested in

keeping transportation in private ownership and avoiding the catastrophe of Government ownership.

American initiative and determination have conquered every force or combination of forces which have risen as barriers against our progress in the past.

We live in a country which is only 160 yrs. old. From the beginning until now, the principle of private enterprise, and the initiative and freedom of the individual, as so carefully provided for in our Constitution, represent the prime, if not the sole reason, why this country in such a short expanse of time has become a land of opportunity and the richest and most productive nation on earth. It is those qualities of stolid initiative and voluntary cooperation which must now be applied to our problem within the transportation industry.

Irrespective of revisions in national law, which are required and should be made at this session of Congress, the prime necessity confronting the industry is the development of a national leadership within each form of transport, and then, between them all, which will unselfishly face the facts confronting the whole; to take such steps as are necessary and which require no law, and readjust the relationships within the industry, and between the industry and the public.

### Human Selfishness

If I were to point my finger to the single factor most responsible for the dilemma within the industry, it would be the trait of human selfishness which has been carried to such an extreme as to bring a near breakdown of private enterprise for transportation. This applies with equal force to the relationships between individual carriers, between the different modes of transportation, between labor and management, between shipper and carrier, and between communities. If you assert that this is a pardonable human trait, that it is part of the profit system, I will counter by saying to you that there is a definite line of demarcation between self-interest and the whole public interest. All of the relationships between the modes of transportation, and between the industry and public, are dependent upon the determination and recognition that there is this very distinction if private enterprise is to prevail.

These human characteristics were the same that brought the baseball industry to a near breakdown until, in sheer distress, a strong commissioners' agreement was executed and Judge Landis put in charge. No legislation was necessary to affect this step of constructive and

(Continued on page 77)

# WATERWAYS AND TERMINALS

## Report Favors Lakes-Europe Ship Route

THE Maritime Commission at Washington shortly will be required to consider officially and pass upon the question of whether the Great Lakes European trade route is essential to the American merchant marine program. It is learned that the research division of the maritime commission has submitted recommendations that the trade route in question should be held essential.

Such a finding by the Commission will enable granting of construction and operating subsidies for the route. The research division report follows application of Corydon & Ohlrich of Chicago for a subsidy to offset excess American ship construction costs of vessels to be operated in the lakes-Europe trade.

The favorable report of the research division occasioned considerable surprise according to Washington advisers inasmuch as the Maritime Commission experts have repeatedly indicated belief that American flag steamship service between the Great Lakes, the United Kingdom and continental Europe should not be found essential to the merchant marine program.

Although details of the research division report have not been made public it is understood the recommendations reject the contention that American flag-lakes-Europe subsidies service should not be approved because of the limited navigation season through the St. Lawrence.

The report as filed with the full commission, it is said, indicates that several trade routes now classed as essential are based on seasonal movement of certain commodities. The report is also understood to indicate that Norwegian flag and Dutch flag services are well established in regular cargo operation between the Great Lakes and Europe.

It is also learned from Washington that the proposed report of chief of regulations division examiner concerning legality of the so-called "Great Lakes clause" maintained by trans-Atlantic steamship conferences in their contract agreements with shippers was to be issued some time in July.

The report follows hearings held by the Maritime Commission last March at which Great Lakes interests including the attorneys-general of several of the lakes states testified that shippers should be permitted to utilize steamship services operating directly from Great Lakes ports to Europe without breaching their contract rate arrangements with the trans-Atlantic steamship conferences.

## Seatrains Order Two Ships For Texas Run

The Seatrain Lines, Inc., 39 Broadway, New York, has placed an order with the Sun Shipbuilding & Dry Dock Co., Chester, Pa., for the construction of two steamships, specially designed for the carriage of loaded freight cars between New York and Texas City, Tex. The ships will be built without government aid.

The new vessels will be similar to the Seatrain New York and Seatrain Havana, built at the Chester yards in 1932 for \$1,500,000 each, and will be delivered early in the summer of 1940. The cost of the new ships could not be learned.

The Seatrain Lines, Inc., of which Graham M. Brush is president, began operations in 1929 with the British-

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built steamship Seatrain, which was specially designed to carry loaded railroad cars between New Orleans and Havana.

The Gulf service proved so successful that the company built the Seatrain New York and Seatrain Havana for operation between New York, Havana and New Orleans. This service has been maintained since 1932.

(Continued on page 52)



## LETTERS TO THE EDITOR

### "Privately Bonded" as a Protection on Losses

**I**N connection with the storage of consignment goods we use your directory continually. We would like to inquire as to just what is meant by the expression "privately bonded." Does this mean the warehouse is bonded by some recognized surety company? What does it mean so far as protection to a client is concerned for the loss of goods?

For instance, in hypothecating shipments of canned goods, is it perfectly safe for us as the shipper to take the buyer's arrangement with a privately bonded warehouse as sufficient guarantee for the extension of credit terms?—C. C. Jenkins, assistant San Francisco manager, Hawaiian Pineapple Co.

The significance of warehousemen being "privately bonded" is explained by Wilson V. Little, general secretary of the American Warehousemen's Assn., as follows:

"As you know, some of our states require merchandise warehousemen, as custodians of the property of the public, to be bonded to the state in the interest of whom it may concern. The bond is usually for the faithful performance by the warehouseman of his various obligations set forth in the Uniform Warehouse Receipts Act, which is the law now in all states except New Hampshire and South Carolina. The bonds required under these various state procedures are not insurance policies against losses that occur and in connection with which the warehouseman has not been negligent and for which he may not be held responsible as regards his obligations as a warehouseman under the law.

Then, too, we have the several types of specialty bonded warehouses, such as customs bonded, internal revenue bonded, and those bonded under the United States Warehouse Act.

Because there are these warehouses that are bonded under state or federal bonding procedures and because warehousemen thus bonded advertise themselves as such, some warehouse-users get the idea that it is the customary thing for warehousemen in general to be bonded; and in their dealings with warehousemen they will ask the warehousemen if they are bonded. When a warehouseman not required to be bonded under any state or federal law tells the warehouse-user that he is not bonded, the latter often thinks that something must be the matter with the warehouseman—that he may not be reliable and responsible.

It is to meet this situation that such warehousemen now and then will voluntarily and 'privately' bond themselves for whatever advertising value such bonding may have. They arrange with a surety company to provide a bond in varying amounts that they think will serve the purpose, and in some cases they deposit the bond with a bank in the locality or with some local government official, or possibly with the local office of the bonding company.

Now, that is all that 'privately' bonded means, and ordinarily it is solely to cover the 'warehouseman's liability' as set forth in the Uniform Warehouse Receipts Act. Furthermore, as I say, the bond is 'privately' arranged for only for what prestige and advertising value it may furnish.

Sometimes a warehouse-user will want the ware-

houseman to furnish a bond for the faithful performance of his obligations as a warehouseman with respect to the warehouse-user's particular account. In such cases, it is usual for the warehouse-user to pay the premium on the bond.

Coming to the specific situation described in your inquiry, what is there involved is the ordinary use of warehouse receipts for collateral purposes, with your company holding the receipts or with the goods being stored actually in its name. In either case, your company controls the deliveries of the goods from the warehouse to the buyer.

What you really want to know, is whether the warehouse company selected is a particularly reliable company for the reason that it is 'privately' or even otherwise bonded. There may be some additional security in the fact that the warehouse company is thus bonded, but it must be remembered that the bonding company pays for a loss for which the warehouseman is liable only when the warehouse company does not, itself, make good the loss. What both the buyer and your company should see to is that the warehouse company selected is a reliable company with an established reputation—a company that will make good for any losses for which it is responsible, regardless of whether or not it is bonded.

It is not clear to us just how the reliability of the warehouseman enters into your company's 'extension of credit terms' to the buyer. If the warehouseman's books show that the goods are stored in the name of the Hawaiian Pineapple Co., or are otherwise under its control, the amount of goods that may be delivered by the warehouseman to the buyer on a single delivery is a matter between the Hawaiian Pineapple Co. and the buyer. Of course, if the warehouse company disobeys the Hawaiian Pineapple Co.'s instructions as to the amount of goods that may be delivered to the buyer at any one time and the Hawaiian Pineapple Co. incurs a loss thereby, the warehouse company would likely be considered responsible for that loss and could reasonably be called upon to make reimbursement. If it refused or was unable to make good the loss, then, of course, the fact that it was bonded might enable recovery to be obtained from the surety company.

It seems to me that the obligation rests upon the Hawaiian Pineapple Co. to see that its goods are stored with a reliable warehouse company with an established reputation, and that the fact that it may or may not be bonded, either 'privately' or otherwise, is of secondary consideration."

### Thank You, Mr. Morrow

**I**T seems only human nature for folk to complain and fuss when things go wrong, but only accept as commonplace and natural when everything moves along smoothly. Are we not quick to condemn those who maliciously or unknowingly block our pathway, but slow to express appreciation to those who make our pathway brighter.

*DandW* has really performed a great service through printing in its columns the various comments and editorials on traffic management, such as no other magazine has done. You are to be congratulated for the splendid unselfish spirit shown in lending space in your columns for the promotion of these higher ideals which

(Continued on page 59)



# Factories ON THE MOVE

**STAR WOOLEN MFG CO.**, Cohoes, N. Y., plans to move to Springfield, Tenn., or in the Nashville area, and a drive is now being made by local interests to bring this manufacturing plant to Springfield. The company specializes in reprocessing fibers, rayon being its chief item of process. It proposes to set up a plant which will begin operations by Jan., 1940, employing about 75 persons.

Thomas Bata, Czech shoe manufacturer, recently conferred with the Canadian Mines Minister, and the Dominion Director of Immigration, on details of his proposal to bring into Canada a few key men to help staff a proposed shoe plant there.

**E. I. duPont de Nemours & Co.** is expected shortly to start construction of a cellophane plant near Clinton, Ia. A tract of land was acquired for this purpose more than a year ago, but title did not pass until recently. It is reported that the plant, when completed, will represent an investment of about \$7,000,000.

**Schumacher Wall Board Corp.** has purchased a 12-acre site on Firestone Blvd., South Gate, Cal. Start of the first unit of a new factory on this site is scheduled for this summer by the Schumacher Co. The first unit will be a plaster building, and will later be followed by a wallboard and lath building, an office building, machine shops and garage. Choice of the site was made after an exhaustive study of industrial properties by the company. Buildings and machinery are expected to aggregate \$1,500,000.

**Montgomery Ward & Co.** has purchased the C. G. Smith building, last of an old landmark on Baltimore Street, Cumberland, Md., for a reported price of \$105,000. A modern structure will be built.

**Heyer Products Co., Inc.**, 740 Washington Ave., Belleville, N. J., electrical testing instruments, parts, etc., has acquired property near Little Street and Bellavista Ave., for new one-story and basement plant, with two-story center section for office. Cost over \$100,000 with equipment. Company will remove present plants at Belleville and Newark to new location, where expansion will be carried out.

**Pittsburgh Plate Glass Co.**, Grant Bldg., Pittsburgh, plans new works for paint division on 21-acre tract in Englewood district, Houston, Tex., comprising several units for paints, varnish and oil manufacture, with adjoining one-story structure for storage and distribution. Cost over \$250,000 with equipment. Company will also use another part of tract for new factory branch, storage and distributing plant for glass and other divisions. Cost close to \$125,000 with equipment.

**Monsanto Chemical Co.**, 1,700 South 2nd St., St. Louis, industrial chemicals, is considering new branch plant on about 160-acre tract at Trenton, Mich., on which option for purchase has been taken. It will consist of one and multi-story units, with powerhouse, machinshop and other mechanical departments. Cost over \$2,000,000 with equipment.

**Stokely Bros. & Co.**, 2,002 East St., Indianapolis, food packers and canners, has acquired former textile

plant of Whitman Mills, New Bedford, Mass., consisting of several one and multi-story buildings, and will remodel for new branch plant, providing facilities for about 2,000 employees. Cost over \$100,000 with machinery.

**O. H. Grissom**, Longview, Tex., heads a project to build a new iron-ore reduction plant in east Texas, consisting of one-story buildings, furnace units, powerhouse and other structures. Natural gas will be used for operation. Cost over \$200,000. **H. P. MacGaughey**, Gilmer, Tex., and **M. J. Harvey**, Tyler, Tex., are interested in new company.

**Automatic Washer Co.**, Newton, Ia., laundry equipment and parts, has purchased plant and business of **Prima Mfg. Co.**, Sidney, Ohio, manufacturer of allied equipment. Sidney works will be removed to Newton, where operations will be expanded and consolidated.

**Paranite Wire & Cable Corp.**, 14,310 Woodward Ave., Detroit, insulated wire and cable, a subsidiary of **Essex Wire Corp.**, same address, has acquired property at 26th & Adams Sts., Marion, Ind., improved with one-story buildings, and will remodel for new plant, operating in conjunction with works at Jonesboro, Ind. Cost about \$75,000 with equipment.

**Huber-Montana Co.**, Borger, Texas, recently organized as an interest of **J. M. Huber, Inc.**, Borger, carbon black, printing inks, etc., plans new works for production of carbon black at Cut Bank, Mont., where tract has been acquired. It will comprise three main units for absorption plant to remove butane and natural gas, extraction plant for carbon black, and chemical division for classifying and preparing for market. Cost close to \$800,000 with equipment.

**Carney Rock Wool Co.**, Mankato, Minn., recently organized by officials of **Carney Cement Co.**, same place, as a subsidiary, plans early construction of a one-story mill for production of rock wool insulation specialties.

**Val-Vita Packing Co.**, Los Angeles, Cal., plans production and distributing plant at Fullerton, Cal.

**Best Foods, Inc.**, 88 Lexington Ave., New York, canner and packer, has let general contract for new three-story plant at 18th and Bryant Sts., San Francisco. Cost about \$100,000 with equipment. **Kaj Theill**, 580 Market St., San Francisco, is engineer.

**Probar Corp.**, 558 Freeman St., Orange, N. J., operating an electroplating works for novelty metal goods manufacture, has purchased one-story plant on 2-acre tract at Berkeley Heights, near Summit, N. J., for new plant. Present works will be removed to new location early in fall and capacity increased.

**R. C. Can Co.**, 101 Chambers St., St. Louis, paper cans, tubes, spools, etc., has let general contract for new one-story branch can-manufacturing plant at Arlington, Tex. Cost about \$50,000 with equipment.

**Bridgeport Brass Co.**, Bridgeport, Conn., brass, copper and bronze wire, tubing, pipe, etc., has leased two-

(Concluded on page 71)

## ..... THE PARADE OF

## New Products

**THE BRAUNER MFG. CO.**, Baltimore, has been chartered to engage in the cosmetic, ointments, etc., business, with a capitalization of \$100,000. The incorporators are Robert B. Garrison and Ethel L. Garrison, both of Baltimore, and George Goda of Washington, D. C. Local offices of the firm are given as 1352 West North Ave.

**Hecker Products Corp.**, has acquired Vanti-Pa-Pi-A, a new soft drink made from the tropical papaya melon. The product was formerly marketed by Pa-Pi-A Corp., New York, which has been taken over by the Hecker Co., which will operate it as one of its divisions. L. E. Booth, it is announced, will be president of Pa-Pi-A Corp. division of the Hecker Co., and will be in full charge of all operations of the division. Associated with him, as sales manager, will be F. A. Jones, formerly vice-president in charge of sales of the original Pa-Pi-A Corp.

**Hoof Products Co.**, Chicago has recently made changes in its California warehouse service. The new locations are 1406 So. Grand Ave., Los Angeles, and 440 Golden Gate Ave., San Francisco. Complete stocks of all Hoof products are carried at both places—governors, brake eyes, fuel economizers, textolite and metal timing gears, valve guides and valve lifter parts.

**Blue Channel Corp.**, Centerville, Md., has opened a 1-story crab canning plant on the island of Port Royal, about 4 miles from Beaufort, S. C.

**Browne Vintners Co., Inc.**, formerly at 630 Fifth Ave., New York City, has moved to 50 Rockefeller Plaza, in the Associated Press Bldg.

**Pepsodent Co.** has introduced the first competition to Procter & Gamble's liquid dentifrice, Teel. The new product has been tried out in six markets, Rochester and Utica, N. Y., Shreveport, La., Chicago and Peoria, Ill., and Harrisburg, Pa.

**Stewart-Warner Corp.**, Chicago, plans a 2-mo. campaign on its new "Silver Dollar Line" of radio receivers. The new line embraces 21 models.

**C. Doering and Son, Inc.**, Chicago, sheet metal specialties company, has acquired the assets of the Automat Co., maker of butter packaging equipment, from the Automat Modeling and Folding Co., Toledo, Ohio. The Toledo plant and the east and west coast branches of the Automat company will operate as the Automat packaging machine works division of C. Doering and Son, Inc. under the management of J. P. Aldrich, an Automat official.

**Best Foods, Inc.**, 88 Lexington Ave., New York, canned and packed foods, plans two-story and basement addition to branch plant, Bayonne, N. J. Cost over \$50,000 with equipment.

**Carbide & Carbon Chemicals Corp.**, 30 E. 42nd St., New York, industrial chemicals, has approved plans for expansion in branch plant at South Charleston, W. Va., comprising several one and multi-story units for increase in production of synthetic resins and allied products. Cost over \$1,000,000 with equipment.

**S. & W. Fine Foods, Inc.**, 33 Thirty-fourth St., Brooklyn, packer and canner, has leased large part of three-story building on site bounded by Charles, Washington and West 10th Sts., New York for plant.

**Scott Paper Co.**, Chester, Pa., has started an expansion program, including several one-story additions. Cost close to \$1,500,000 with machinery.

**Armour & Co.** has test campaigns in 5 cities to determine public reaction to Treet, a new meat specialty, and to establish a pattern for national introduction of this spiced pork product, likely to be launched officially in the fall. Jacksonville, Fla., Albany, Fort Wayne, Ind., Hartford, Conn., and Dallas, are the five test points.

**Essex Corp.**, Charlottesville, Va., organized by Manning M. Exton and associates, has leased one-story building in Rose Hill district, and will remodel for manufacture of fountain pens, automatic pencils and allied products.

**Olympia Canning Co.**, Main St., Olympia, Wash., food products, has let general contract for one-story addition for storage and distribution. Cost close to \$40,000 with equipment.

**Glidden Co.**, Chicago, will erect a 1,000,000-bu. soy bean elevator at 1846 Laramie Ave., to cost \$340,000.

**Kroger Grocery & Baking Co.** is constructing a \$100,000 peanut processing plant at Montezuma, Ga.

**Manitoba Sugar Co., Ltd.**, has plans for a \$1,800,000 sugar beet factory near Winnipeg.

**Johnson & Steele**, canners, is building a tomato canning plant at Powderly, Texas, to employ 100.

**Tosto Foods, Inc.**, Cincinnati, which has been distributing Corn Chips, has changed the name to Tosto Corn Chips.

**Port Richmond Packing Co.**, Delaware & Montgomery Aves., Philadelphia, has introduced a canned dog food called Oxram.

**A. E. Staley Mfg. Co.**, Decatur, Ill., is marketing Sweetose, a syrup made from corn for confectionery and other uses.

**General Soya Foods, Inc.**, 181 W. Brookline St., Boston, is producing Alkamalt, a drink made from soy beans.

**Feliciana Starch Co., Inc.**, St. Francisville, La., has a new plant of 2,000,000 lbs. capacity to produce sweet potato starch. D. M. Warriner, New Orleans engineer, is in charge of the plant.

# FROM THE LEGAL VIEWPOINT

## Conditional Sale, Lien, and Chattel Mortgage

**LEGAL EDITOR, DandW:** Please explain the legal difference between a conditional sale, a chattel mortgage, and a lien.—Hillsboro Storage Co.

**Answer:** A sale is a transfer of the absolute title in merchandise but a conditional contract of sale transfers absolute title on merchandise when the purchaser fulfills the conditions. A mortgage is a conveyance of the title of property as security for the payment of a debt. Various courts have held that whether a transaction is a sale or a mortgage depends upon the intention of the parties when the contract was made. If the goods are used as actual security for a debt, it is a mortgage, but any contract which legally is a sale, but intended to have legal effect of a mortgage, remains a sale contract.

A lien is a legal right in property for certain services rendered on such property. However, no lien may be obtained on merchandise for services rendered on other merchandise.

Some higher courts have held that a lien is in effect a mortgage, if the merchandise remains in the control of the person holding the lien, but if he voluntarily gives up possession of the goods, he forfeits his right to a lien.

Of course, the warehouseman, the purchaser of goods, and the seller are bound by all legal agreements made between the parties and with knowledge of all other parties. But neither party is bound by agreements unknown to him, unless the same is recorded by law. In other words, the courts assume that all parties have knowledge of a properly recorded instrument.

## Stop Orders on Stored Furniture

**LEGAL EDITOR, DandW:** Please give me information of whether sellers of goods on the installment plan may legally issue stop orders on furniture stored in storage warehouses. When stop orders are placed by individuals, attorneys or installment houses on furniture stored in our warehouse are we in any way liable for delivering the goods to our customer?—Security Furniture Storage Co., Inc.

**Answer:** Various higher courts

have held that warehousemen are liable under all conditions for making delivery of stored merchandise to any person *except the legal owner*. In other words, if a person stores furniture with you and the seller, who holds a properly recorded chattel mortgage on the furniture, forecloses the mortgage, the law expects that when you accepted the goods for storage you knew that the same were mortgaged. The same law is applicable with respect to conditional con-

tion in a recent higher court case (43 Pac. (2d) 347) the court held a warehouseman liable for conversion. In this case the warehouseman delivered stored goods to a seller whose contract with the purchaser gave the seller legal title to the goods until the same were fully paid for. The testimony showed that the seller refused to take back the goods although the purchaser could not make further payments. The court held that under these conditions the purchaser automatically took legal title to the goods.

## Bond on Goods to Be Distributed from Warehouse

**LEGAL EDITOR, DandW:** Please give information as to the kind of bond we shall furnish to a customer who desires to store goods with us, and then have us distribute said goods as per the customer's orders.—Security.

**Answer:** In some states the laws require that warehousemen shall be bonded to the state itself, but of course in the interest of the customer or owner of the goods. However, in your case, it is my opinion that any reliable surety company can supply you with the bond which your customer requires. In fact this bond merely is to secure the customer against losses, relative to your representing him. But a late case, reported this month in *DandW*, clearly holds that a warehouseman is not expected, nor does his bond protect his customers against losses where the warehouseman collects money and fails to pay same to the customer for whom goods were distributed and the collections made. This case is: 127 S.W. (2d) 219. It is a Texas higher court case, but it seems to represent the law in other states also.

## This Month's Important Higher Court Decisions Warehouse Lien Secondary

**F**REQUENTLY warehousemen have difficulty in collecting storage charges for stored goods on which a chattel mortgage, or conditional contract of sale, was recorded before the goods were placed in storage.

It is well established law that the lien of the holder of the recorded mortgage, or contract, is prior to the warehouseman's lien

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**Mr. Parker answers legal questions on warehousing, taxes and related matters.**

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tracts of sale. Of course, if the mortgage or contract is not recorded, and you have not received information that the mortgage or contract is in existence, then you are compelled to deliver the goods after your charges are paid.

On the other hand, if a seller of furniture has not by legal procedure obtained legal title to the furniture, a warehouseman is liable to the owner, or purchaser, if he refuses to deliver the merchandise to the latter notwithstanding the fact that the seller notifies the warehouseman to retain the furniture in his possession.

And furthermore, if a contract exists between the seller and the purchaser of the goods, by the terms of which the former retains legal title to the merchandise, as in the ordinary conditional contract of sale, then the seller is privileged to take possession of the goods.

The important consideration is: Who has legal title? For illustra-



for his charges, unless it is proved that the holder of the mortgage or contract obligated himself in some manner to pay the warehouseman's charges.

According to the decisions of many higher courts the warehouseman's lien is secondary to the lien of the holder of the mortgage or contract which was recorded in another county or state without knowledge of the warehouseman. However, the ordinary law on this point may be controlled by special state statutes.

It has been argued that one who fails to record a mortgage or contract, in compliance with laws in the state in which the instrument was signed, forfeits his legal rights to a lien. However, a late higher court held that a chattel mortgage, or conditional contract of sale, is effective and prior to other liens perfected after the instrument was legally recorded in one state although the holder of the mortgage or contract did not record it in compliance with statutes of another state in which it was made or signed.

For illustration, in *Hampton v. Universal Credit Co.*, 1 S. E. (2d) 753, Georgia, it was shown that a North Carolina statute provides that a conditional sales contract, unless properly recorded in that state, is void as to creditors and purchasers.

A seller sold merchandise on the installment payment plan under a conditional contract of sale in North Carolina and failed to record the contract, but when the purchased removed the goods into Georgia the seller recorded the contract in this latter state.

The legal question arose whether the contract was effective with respect to a person who had a lien on the goods in Georgia.

It was contended that failure of the seller to record the contract in North Carolina resulted in the recording of the contract in Georgia being invalid. However, the higher court held that the seller held a prior lien in Georgia, and said:

"The failure to record such a contract in North Carolina does not invalidate the contract, except as to creditors and purchasers. As between the original parties thereto, it is as enforceable as if it had been duly recorded, and is a contract that can be recorded in the State of Georgia after the property conveyed by the contract is casually brought into this State."

#### Status of Warehouse Receipts

**WAREHOUSE** receipts represent valuable merchandise. A recent court held that if the goods are destroyed the holders of the receipts are entitled to full payment from proceeds of the insurance policy, notwithstanding other creditors, holders of liens, or bankruptcy proceedings.

In *First National Bank v. Century Insurance Co., Ltd.*, 102 Fed. (2d) 726, Texas, it was shown that merchandise in a warehouse burned after the warehouseman was adjudicated a bankrupt. The legal question was presented whether the holders of the warehouse receipts were entitled to receive the insurance money, or whether they were to be considered as ordinary creditors. In holding that all of the insurance money must be paid to the holders of the warehouse receipts, the higher court said:

"Hervey was an individual operating a bonded warehouse which was approved for storage. After the fire had occurred, the warehouseman was adjudged a bankrupt; but the interest of the bailors in the proceeds of the insurance did not pass to the trustee in bankruptcy. Only the claim of the bailee for charges as warehouseman so passed."

#### Restrictive Contract Valid

**I**N many states the higher courts have held contracts valid and enforceable by the terms of which the seller of a business agrees not to enter into competing business for a reasonable period, as from one to 10 yrs.

For illustration, in *Perry v. Hedrick, et al.*, 102 Fed. (2d) 803, Colorado, it was shown that two truck operators, named Perry and Hedrick, were competitors in the trucking business; that Hedrick developed a large number of regular customers in his business; that Hedrick entered into an oral agreement with Perry in which he would and did sell, assign, and transfer to Perry his trucking business, the entire good will thereof, the three trucks with one refrigerator plant used in the operation of such business, and the regularly issued permits under which the trucks were operated. Hedrick also promised that he would not further compete with Perry directly or indirectly; and that he would exert his best efforts to induce his customers to continue as customers of Perry. Immediately after the oral agreement was entered into the parties made a written contract in which Hedrick bound himself to refrain for a period of 10 yrs. from engaging directly or indirectly in the trucking business, in competition with Perry.

Perry sued Hedrick and another trucking company for damages and proved that Hedrick was endeavoring to assist the trucking company to get hauling business over the routes of the trucks purchased by Perry.

The validity of the written contract was attacked on the ground that it was an agreement to refrain from competition in the business of a common carrier in interstate commerce for hire, and was in restraint of trade which affected the public interest; and the oral contract was attacked in like manner insofar as

it involved an obligation not to compete.

It is interesting to know that the higher court held both Hedrick and the trucking company liable in heavy damages to Perry. Also, the court prohibited Hedrick from directly or indirectly entering into the trucking business over the specified routes for a period of 10 yrs., and said:

"Contracts in total or substantially total restraint of trade are void, but a limited provision of this kind subsidiary to the main purpose of the contract and not injurious to public interest does not objectionably stifle competition or impose an unreasonable restraint upon trade. . . . A conspiracy to cheat and defraud may be proved by circumstantial evidence."

#### Contract Held Void

**C**ONSIDERABLE discussion has arisen from time to time on the question whether a person may invalidate a contract signed when he did not realize his obligations.

Various higher courts have held that a contract is void if it was signed by mistake, or where the signer was under the supposition that it is an instrument of another and different character. But the courts appear to be unanimous in holding that a person having the capacity and an opportunity to read a contract cannot avoid the contract on the ground of mistake if he signs it without reading it, at least in the absence of special circumstances excusing his failure to read it. In other words, if the contract is plain and unequivocal in its terms he is ordinarily bound thereby. It is the duty of every contracting party to learn and know its contents before he signs it.

The reason for this law is that each contracting party owes a duty to the other party to the contract, because the latter may, and probably will, pay his money and shape his action in reliance upon the agreement. To permit a party, when sued on a written contract, to admit that he signed it but to deny that it expresses the agreement he made, or to allow him to admit that he signed it but did not read it or know its stipulations would absolutely destroy the value of all contracts.

#### Carrier Must Prove Delivery

**V**ARIOUS higher courts have held that if either a consignee or a shipper alleges that the consignee did not receive a shipment, the carrier is legally bound to prove that it actually made the delivery. Failure to do so, results in the carrier being liable to the shipper for full value of the goods.

For illustration, in *Surgi v. McDonough Motor Express, Inc.*, 187 So. 693, New Orleans, La., a shipper filed suit against a motor de

livery company, which is a common carrier, and alleged that he delivered to the carrier certain electrical equipment which was to be delivered to a named consignee. The shipper testified that he had never been able to obtain from the carrier proof that the merchandise shipped was delivered to the consignee. He asked for \$300 damages against the carrier on the theory that its failure to produce evidence of the delivery has made it impossible for him to recover the purchase price of the equipment from the consignee. This court held:

"It is true that, since defendant is a common carrier, all that Surgi (shipper) was required to allege was failure to obtain proof of delivery and that the burden to show delivery was on the carrier."

### When Commission May Regulate Rates

A PROPERLY authorized State Commission, or other board, may regulate rates charged by carriers who use motor trucks for transportation of merchandise, unless the owner of the goods actually rents or leases the trucks. The fact that a contract of rental is made between the carrier and the shipper is not important, if the testimony proves that the carrier retained control over the trucks and drivers.

For illustration, in *Entremont et al. v. Whitsell et al.*, 89 Pac. (2d) 392, Cal., the court records show that a motor truck owner entered into a contract with the Department of Public Works, whereby the truck owner was to furnish, at an hourly rate, trucks, drivers, operating supplies, and necessary repairs. Also, he was to carry compensation insurance and assume liability for damage.

The higher court held that, under this contract, the contract was for "transportation of property by motor vehicles" within meaning of Highway Carriers Act, and hence was subject to rate regulation by the Railroad Commission. This court said:

"It is our opinion that the contract, denominated by the parties as a 'Service Agreement,' was for the transportation of property by motor vehicle, and was not for the renting or leasing of equipment."

### What is Negligence

A WAREHOUSEMAN or a private carrier is liable for loss, theft or damage to stored goods which results from lack of ordinary care on the part of the warehouseman or his employees. Various higher courts have held that lack of ordinary care is legal negligence.

In *Freeman v. Goodrich*, 127 S. W. (2d) 476, Dallas, Texas, the higher court defined negligence, as follows:

"It is elementary that negligence results as a corollary from unperformed duty, and is composed of three

elements: (1) duty to protect another from injury; (2) failure to perform the duty; and (3) an injury resulting to the one to whom the duty was owing."

### Surety not Liable

THE fact that extra duties are assumed by a warehouseman does not enlarge the obligation of the surety on his bond where the bond was given in compliance with the provisions of the usual state statute.

For illustration, in *Republic Underwriters v. Tillamook Bay Fish Co. et al.*, 127 S. W. (2d) 219, Texas, it was disclosed that the owner of goods stored the same with a warehouseman, and with the understanding that the merchandise should be delivered to a certain purchaser in parcels from time to time, and upon delivery of any portion thereof the warehouseman should collect the purchase price and remit the same to the patron who stored the goods. The warehouseman failed to remit to the patron the amount which he collected and the latter sued the warehouseman's surety to recover this amount. The bond furnished by the surety was given in compliance with the provisions of the usual state statute as a prerequisite to the right to qualify as a public warehouseman. The higher court refused to hold the surety liable, and said:

"No provision is found in the statutes making it the duty of a public warehouseman to collect and remit the sale price of goods stored with him. It has been held that the sale of the merchandise and the collection and remittance of the proceeds of such sale do not come within the duties of a public warehouseman under the provisions of the Uniform Warehouse Receipts Act."

### Bill of Lading Defined

THE nature of a bill of lading has been often defined. However, few laymen are informed of the true legal status of a bill of lading.

A bill of lading is both a receipt and a contract. In so far as it acknowledges the receipt for transportation of the goods specified and described therein, it is a mere receipt, but in so far as it sets forth the terms on which the transportation is to be made, it operates as a contract between the shipper and the carrier.

In *Baldwin et al. v. Fenimore et al.*, 89 P. (2d) 883, Kansas, the higher court held that while a bill of lading may be used as a receipt it, also, has the legal status of all other written contracts and that the laws applicable to written contracts are applicable to bills of lading. This court said:

"A bill of lading contains two parts—one, a receipt for the goods, the other, a contract for their carriage. . . . Since the bill of lading is a contract, it is of course a contract in writing."

### Jurisdiction Limited

CONSIDERABLE controversy has arisen from time to time as to how an ordinary layman may determine the jurisdiction of a Public Service Commission. Therefore, it is important to know that its jurisdiction is limited strictly by the state laws which give it power.

For example, in *Weller et al. v. Kolb; Tidewater Express Lines, Inc. v. Same*, 4 Atl. (2d) 130, Baltimore, Md., reported March 4, 1939, it was disclosed that a state law gives the Public Service Commission jurisdiction over "any common carrier operating or doing business within the state." By a later statute, the jurisdiction was extended to "each owner of a motor vehicle to be used in the public transportation of merchandise or freight."

The legal question arose whether the Public Service Commission had jurisdiction over company owner of a motor truck which transported its own products. In holding that the Public Service Commission had no jurisdiction, the court said:

"A person hauling his own property for himself is neither a common carrier nor a public carrier for hire. The Public Service Commission, acting under a specially conferred grant of power by the Legislature, exercises only a limited jurisdiction, and where a jurisdiction is so limited, it will be strictly construed."

### Proximate Cause of Injury

GENERALLY speaking, any person who is the proximate cause of an injury is liable in damages to the injured person.

For instance, in *Hogge v. Anchor Motor Freight, Inc.*, of Delaware, 126 S. W. (2d) 877, it was disclosed that a transport motor truck was driven on the wrong side of the road and another vehicle which attempted to pass was crowded off the road seriously injuring the driver who sued the motor truck company for damages. The counsel for the motor truck company contended that the latter could not be liable because the vehicles did not collide. However, the higher court indicated that the injured driver was entitled to recover damages, and said:

"The fact that the truck and car did not collide does not prevent the negligence of the driver of the truck from being the proximate cause of the accident. The negligence of the truck driver put Hogge (injured driver) in a perilous position and he was thereby compelled to act in an emergency, therefore, he is not held to the same strict rule to use ordinary care required by one not facing danger."

# Motor TRANSPORTATION

## Boston Wool Haulers Under Exemption Provision

Transportation of domestic wool by for-hire motor carriers from the docks of water carriers at Boston to warehouses inside the Boston switching limits falls within the scope of the Federal Motor Carrier Act, in the opinion of Examiner Paul R. Naefe.

Because such operations are performed entirely within the Boston metropolitan area, however, the examiner declared in a report submitted to the I. C. C., recently, they should be exempted from all sections of the Act except that relating to qualifications and hours of service of employees, and standards of equipment. At the same time, the examiner found that motor and water carriers handling wool in the area had not violated any provision of the motor carrier statute.

The investigation, Ex Parte MC-25, into practices and charges of motor carriers transporting wool in the Boston municipal zone, was inaugurated by the I. C. C. at the behest of the New England Motor Rate Bureau.

Examiner Naefe disagreed with the contention of coastwise steamship lines that truck transportation from their docks to warehouses on railroad sidings, for which they pay the charges, was not subject to the Act because the trucking firms acted merely as agents for the steamship lines, which, by their tariffs, hold themselves out to perform the delivery service.

The contention of the steamship lines was predicated on the assumption that the Commission had jurisdiction under Part 1 (the railroad and water carrier section) of the law over motor vehicle operations performed in connection with truck movements from water carrier docks to consignees in a terminal area, the examiner stated, adding that such an assumption "is clearly not warranted."

In support of their argument, the steamship lines cited the Commission's decision in the Scott Bros. case, where it held that motor carrier terminal operations performed for railroads were exempt from the Motor Carrier Act, and subject to Part 1.

The theory of the Scott case, the examiner stated, could not be applied where such service was per-

formed for water carriers because the latter are subject to Part 1 only as to such traffic as is transported under a common control, management, or arrangement for continuous shipment with a rail carrier.

If the arguments of the steamship lines were sustained, he added, "it would result in an anomalous situation, in that the Commission would have jurisdiction, under Part 1, of the transportation by motor carriers of wool from docks of water carriers to warehouses in a terminal area where such wool was transported by a water carrier under a common control, management, or arrangement for a continuous carriage or shipment with a rail carrier, and as to traffic not so transported by the same water carrier, it would have no jurisdiction under Part 1."

The examiner also rejected the argument of the New England Motor Rate Bureau and the Cotton & Wool Haulers' Assn. that the truck operations in question should be subjected to all provisions of the Motor Carrier Act.

## 600 Attend Western States Conference

More than 600 were in attendance at the western states motor carriers' conference in Salt Lake City, June 23. A good-will caravan of 40 trucks arrived from Los Angeles at the opening, carrying the regular cargo of merchandise and maintaining the schedule run. Represented in the caravan were trucks from the Consolidated Fast Freight of Nevada, the Garrett Transfer and Storage Co., Pocatello, Idaho, and Conyes Freight Line.

This meeting was considered to be the finest gathering of the industry ever held in the western states area and so pleased were the delegates that a resolution was adopted calling for a similar conference in Salt Lake City in 1940.

Ted V. Rodgers, president of A.T.A., discussed the reorganization of the I.C.C. and stated that under the old arrangement, the members of the Commission, Chairman Eastman, Rogers, and Lee were in charge of Div. 5. The arrangement, over a long period, will be a much more satisfactory arrangement to the trucking industry. The trucking industry, Rodgers continued, feels that this reorganization arrangement is

more satisfactory when made voluntarily by the Commission, than if the same were made by law. Had it been made by law, it would have frozen the Commission to do only the things governed by the new law. There is more flexibility now.

Leslie C. Allman, vice-president of the Fruehauf Trailer Co., Detroit, stated that a definite, well-planned public relations program is needed, in view of the fact that rail interests are so well organized in that respect with a campaign that involves a \$5,000,000 expenditure annually. All interests in the motor vehicle field shared the responsibility of promotion work and should pull together in this regard, Mr. Allman stated.

## N. Y. and N. J. Truckers Must Meet I.C.C. Regulations

An I.C.C. ruling that truckers operating between New York and Newark and points south in New Jersey must meet its regulations in full is within constitutional limits, it was recently held by a federal court of 3 judges in Trenton.

The court dismissed a complaint by the Charles Noeding Trucking Co. of New York, and five other motor carriers, which alleged that Newark, Elizabeth, Linden, Carteret and Perth Amboy should also be included in a New York commercial zone established by the I.C.C. and within which operators are exempt from I.C.C. regulations.

"It is not within the province of this court," the decision stated, "to consider the weight of evidence nor the wisdom of the order entered by the Commission. Our duty is limited to ascertaining whether or not the order was made in accordance with due form of law and upon adequate evidence. The court cannot settle the conflict nor put its judgment against that of the rate-making body."

The New York zone, as established 2 yrs. ago, embraced New York, Yonkers, Mount Vernon, North Pelham, Pelham, Pelham Manor, Great Neck Estates, Floral Park and Valley Stream in New York State; Englewood, Alpine, Tenafly, Englewood Cliffs, Leonia, Fort Lee, Edgewater, Cliffside Park, Fairview, Palisades Park, Ridgefield, and that part of Hudson County east of the Hackensack River and Newark Bay in New Jersey.

It was argued by the truckers



that it was unfair for them to be burdened by the tariffs and regulations imposed on interstate carriers in handling deliveries between New York, Newark, Elizabeth, Linden, Carteret and Perth Amboy. Officials of the five municipalities intervened in behalf of the complaining truckers, and maintained their cities were put at an economical disadvantage by the I.C.C. ruling. The truckers contended Congress had violated the constitution by delegating legislative powers to the I.C.C. in permitting it to define the limits of the New York commercial zone.

### Chicago Cartage Co. Erects Motor Truck Terminal

The Chicago Cartage Co. recently began construction of its new motor truck terminal on a 75,000 sq. ft. site at 2029-2047 West Hubbard St., to be ready for occupancy in August.

The new terminal will be operated as the Midwest Terminal Corp., and in addition to being headquarters for all distribution operations of the Chicago Co., will also be the Chicago terminal for both the Central Wisconsin Motor Transport Co. and the Northern Illinois Freight Lines, Inc., in both of which the Chicago Cartage Co. has a financial interest.

The steady growth of this organization and the increase of pool car distribution necessitated the larger quarters which will be available in the new terminal.

The terminal proper is 300 ft. long by 80 ft. wide, representing the latest in modern design and equipment.

In addition to serving as a terminal for the Chicago Cartage Co. and its affiliated organizations, it will also house a number of interstate motor truck carriers as tenants.

The estimated cost of the property and terminal is in the neighborhood of \$100,000.

Fred M. Williamson is Eastern representative with offices at 11 Stone St., New York City.



Ford's new 3/4-ton model, designed for light bulky loads

### 3/4-Tonner Added by Ford

A 3/4-ton truck specially designed to bring greater delivery economy in light bulky loads has been brought out by the Ford Motor Co.

Prices at Dearborn for the 85-hp. units, less distribution and delivery charges, federal, state and other government taxes, are: express, \$675; stake, \$690; panel, \$785; chassis with cab, \$610; chassis with cowl, \$515, chassis with windshield, \$535. Prices for the 60-hp. units are \$15 less.

This swells to forty-nine the number of body and chassis types included in the Ford V-8 truck and commercial car line.

The new truck has a 122-in. wheelbase chassis and is available with panel, express, stake and platform bodies and as chassis with cab, chassis with cowl and chassis with windshield.

Bodies are large and roomy and particularly adapted to bulky loads. The panel body has a load length of 107 1/2 in., load width of 55 1/2 in., and height of 55 1/4 in.

The express body has a load length of 96 in., load width of 54 in. with sides 22 1/4 in. high. The stake body has a load length of 90 in., load width of 74 in. The stakes are 39 in. high. The platform measures 93 in. in length, 77 in. in width.

Hydraulic brakes are 12 in. in

diameter and 1 1/4 in. wide, front and rear, giving a total drum area of 264 in. and a brake lining area of 162 in.

The rear axle is full-floating. For maximum economy the 60-hp. engine is available with 6.67 to 1 rear axle gear ratio. When brilliant performance is the chief aim, the 85-hp. engine and 4.11 or 4.86 to 1 rear axle ratio are recommended. A 3-speed transmission is standard and a 4-speed transmission available at extra cost.

Wheels have full drop center rims 16 by 5 in. and carry 6:50-16 six-ply tires in front and 7:00-16 six-ply tires on rear wheels.

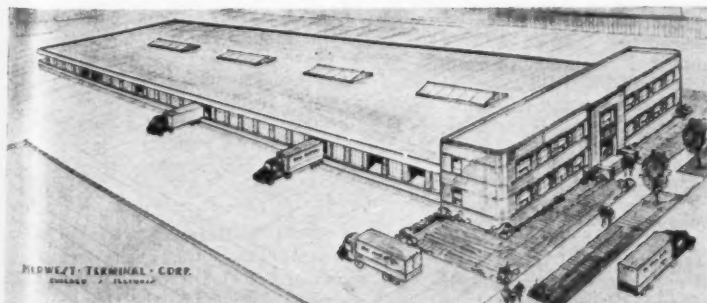
A new Shiftoguide speedometer has been introduced by Ford as standard equipment on all Ford regular and cab-over-engine models, except the 3/4- and 1-ton types. This instrument does away with guesswork in gear-shifting, and does virtually everything that a tachometer would do for the truck operator. It makes for reduced engine wear and improved operating economy, even when the truck is in the hands of inexperienced operators.

The dial of the Shiftoguide speedometer shows at a glance the correct speed ranges in which the truck should be operated in low, second, third and high gears. As the speedometer pointer crosses the line dividing the different ranges, the operator knows that is the correct time to shift the gears up or down as load and road conditions demand.

Thus engine racing is eliminated and the operator is able to secure maximum pulling ability, making it easier for the truck to pull the load. This makes for better gas mileage and helps the driver to make faster time on a run.

### Donates Space for Highway Transportation Exhibit

Officials of the National Motor Truck Show, which is to be held at the Navy Pier, Chicago, Nov. 8 to



Chicago Cartage's Proposed New Terminal

16 inclusive, have invited the highway transportation industry to use the show as a means of public education on the value of highway transportation. In an open letter just issued by J. F. Winchester, president and general manager of National Motor Truck Show, Inc., addressed to the Emergency Council for Highway Defense, an offer has been made to donate 1,000 sq. ft. or more of space for display which will be educational in character, bringing out particularly the economic necessity for highway transportation.

The Emergency Council for Highway Defense was recently created to combat the flood of adverse legislation against highway haulage in Washington and at the various state capitols throughout the nation. In cooperation with the publisher of *Automotive News*, a 24-page special edition, containing no advertising, was published and circulated among national and state legislators and others influential in highway haulage matters. More than 70,000 copies of this edition were circulated through the funds donated to the Emergency Council by manufacturers, haulers and others.

It is the feeling of J. F. Winchester that the Emergency Council should not be permitted to pass out of existence as this highly representative group is in a position to continue the valuable educational work which was started with the Highway Defense issue.

The Emergency Council for Highway Defense consists of the following members: Chester H. Gray, director, National Highway Users Conference, Ted V. Rodgers, president, American Trucking Associations, Inc., W. H. Ott, president, National Council of Private Motor Truck Owners, Murray D. Van Wagener, president, American Road Builders Assn., Robert F. Black, chairman, Motor Truck Committee, Automobile Manufacturers Assn., Harvey C. Fruehauf, president, Fruehauf Trailer Co. Members of the Advisory Committee are as follows: H. W. Alden, chairman, The Timken-Detroit Axle Co., Irving B. Babcock, president, General Motors Truck and Coach, Watt L. Moreland, president, Moreland Motor Truck Co., H. T. Moore, president, Tuthill Spring Co., John Nicol, president, Divco-Twin Truck Co., R. W. Riddon, president, Federal Motor Truck Co., George G. Soderberg, president, Columbia Axle Co., G. K. Specht, president, Hercules Body Co., and I. A. Weaver, president, Weaver Manufacturing Co.

Officials of the National Motor Truck Show report that reservations for large space have already been received from many of the most influential truck and accessory firms in the industry, including such organizations as Mack, Walter Motor Truck, Fruehauf Trailer, F. W. D. Auto Co., Marmion-Herrington, Buda, Hercules, Continental, Bendix-Westinghouse, Trucktor and many others. Most of these manufacturers have reserved larger space for the 1939 show than they did for 1938.



The new supports which are used on the Fruehauf semi-trailer to carry the load when detached from the tractor unit look like airplane landing gears. The chief feature of these new supports is the fact that the wheels are straddle-mounted. In other words, they are supported on both sides instead of just the inner side. This type of construction has permitted the use of a lighter, hollow axle in place of the solid one formerly used, thus saving weight and gaining strength.

### Trucks Attack Rails' Rates

Northwest trucking interests, bolstered by the unexpected support of union labor, recently launched a vigorous attack on railroad efforts to cut down their rates on petroleum to a level that virtually would preclude competition by other modes of transportation.

Following 5 days of testimony by railroad witnesses, at Portland, Ore., trucking spokesmen began filing to the stand to tell their side of the story to the I. C. C. They charged that the proposed rail rates were far below actual cost of service, and assailed cost studies introduced by rail witnesses on the ground they contained national cost averages having little or no bearing on the suspended rates.

Labor's intervention in opposition to the proposed reductions was viewed as a distinct setback for the railroads. The Oregon chapter of the A. F. of L., concurrently in session at Eugene, Ore., transmitted a resolution protesting the proposal. The resolution expressed the fear that the rate cuts would result in lowered wage scales in all fields affected.

Labor spokesmen called to the witness stand declared emphatically that they were free from bias and were not "taking sides." They were interested only in continuation of rates that would prevent a throwback into lowered scales of pay for workers.

Earlier, witnesses for California oil companies urged approval of the proposed rates. These companies operate tankers to tidewater in Portland and Seattle, and ship overland to Idaho and the eastern parts of Oregon and Washington, where there is a market for roughly 35,000,000 gals. per year, for which Montana and mid-western producers are making strong bids.

Some of the companies operating out of California have become dissatisfied with the rail and truck rates from the end of barge service on the Columbia to inland points, and put on their own trucks, operating as private haulers to their tank distributing points, witnesses said. They take the position that rail and truck rates must be reduced to permit them to meet the competition of Rocky Mountain producers.

Acting independently of other motor carriers, representatives of the Asbury Transportation Co., appeared at the hearing to defend its recent publication of a 17-cent rate from the Columbia River barge line docks to Spokane, in an effort to produce a barge-truck rate inland to compete with the proposed 25-cent rail rate. Representatives of the company pointed to the testimony of the oil companies that they were ready to extend their private operation of gas tankers from the river to Spokane unless rates were reduced.

The 25-cent rate proposed by the railroads was characterized as a "fighting" rate by L. R. Guerra, traffic manager of Arrow Transportation Co., who supported a suggestion that a rate of about 32 cents would properly balance the markets between California and Montana oil companies, and between Seattle and Portland as tide-water originating points.

Among the first witnesses for the trucking interests was George V. Eastes of West Coast Transportation Co., who presented detailed figures to show that cost of truck operations would preclude rates as low as those proposed by the railroads. He said it was obvious that the railroads were deliberately disregarding the cost element in their attempt to destroy truck competition.

The need for rates higher than those proposed by the rails also was pointed out by C. E. Grimm, United States Army engineer, who testified that the barge rate on the Columbia to the point of transshipment by truck was below cost.

The hearing was to continue, with additional truck representatives scheduled to appear.

The controversy has been developing for a long time. Existence of the Columbia Gateway to the continent has affected the rates of an area larger than half the countries of Europe.

As long as the railroads were permitted to operate steamboats in competition with their rails, a practice which Congress finally ended, the railroads did not have to worry about outside competition. Operating with a free purse, the railroad boats were the "queens" of the river. It was not uncommon for rail traffic solicitors to offer merchants monetary inducements to ship over the rail-owned lines.

When the railroads were forced to get rid of their boats, however, they began to fight by cutting rail rates. There followed a desperate struggle between the rails and steamboat lines operating through the Panama Canal. Then came the trucks to offer even stiffer competition.

### Illinois Passes Bill to Regulate Trucks

Legislation to regulate the motor carrier industry in Illinois last month awaited the signature of Governor Henry Horner.

As one of its last acts before the recent adjournment of the state legislature, the House adopted a Senate-approved compromise truck measure and sent it to the governor.

The bill requires that a motor carrier must hold a certificate of

Preparing for 800 employees, their families and friends, is no easy job, according to Fisher G. Dorsey, who was host to the Patrick Transfer and Storage Co. and 5 associated firms at the annual July 4th barbecue picnic on the shores of the San Jacinto River near the Texas battleground. Reading from left to right are: Jack Parker, manager, Transportation Equipment Co.; E. L. Williams, general manager, Lone Star Package Car Co.; Fisher G. Dorsey, owner-operator of the Patrick company and 4 other units; W. A. Sammis, of the uptown division of Patrick, and Sim L. Speer, manager, shipside division.



convenience and necessity to operate within the state, and requires proof of financial responsibility. Adequate liability and property damage insurance must be carried, with safety inspections of equipment made mandatory.

Regulation of for-hire carriers would be placed in the hands of the Department of Public Works. Former measures had contained provisions for putting control under the State Commerce Commission.

Under the approved bill, drivers would be limited to 12 hrs. at the wheel and 15 hrs. on duty in any 24-hr. period. Itinerant truck peddlers would have to carry bills of sale, while for-hire carriers, except those operating within exempt zones, would have to carry bills of lading.

The measure made provision for an appropriation of \$400,000 for administrative expenses.

Motor carriers, shippers, farmers and labor organizations apparently were in agreement that the measure, in its final form, would benefit the motor transport industry directly and the others indirectly.

### Wis. Permit for Interplant Vehicles

Effective June 27, the Wisconsin legislature enacted a measure to provide that any industry owning and operating motor vehicles and trailers in connection with its interplant operations in the state, which exceed the maximum permissible dimensions set out in the statutes, may obtain from the state highway commission an annual permit for the operation of such trailers or other similar equipment on the state highways over designated routes.

A separate permit is required for each trailer and the issuance of such annual permit is in lieu of all

other permits required under the act. The commissioner of public works in cities of the first class and the officers in charge of highway maintenance in other cities, towns and villages shall designate the routes over which such vehicles shall be operated.

### Maryland Will Shortly Resume Truck Weighing

The Maryland State Roads Commission will resume soon the weighing of trucks traveling over the Maryland roads, and enforcing the law which fixes 42,000 lbs. as the gross weight of truck and load, according to an announcement by the Commission.

The State Roads Commission has not enforced the law limiting the weights of trucks using Maryland highways since the summer of 1936. Chairman Whitman of the Commission, when he found that the law had not been enforced for the past 3 yrs., stated that "this is the zero hour for the truckers, and we will begin enforcing the law as soon as we can organize a staff for that purpose."

### Ind. Truck Weight Tax Upheld

Constitutionality of the Indiana truck weight tax, which taxes trucks according to their weights, was, in effect, upheld by a three-judge federal court at Indianapolis, which dismissed a suit of Ralph Tilley, Indianapolis trucker, to test constitutionality of the measure. The court held the questions at issue already had been ruled on in a similar suit of K. G. Foster, Indianapolis, which had been carried through Marion Superior Court and the Indiana Supreme Court. That suit ended in a decision that the weight tax law was constitutional. The three-judge court pointed out that Tilley was represented in the case, a "class suit," because Foster sued for him-



self and others situated likewise.

Temporary injunction restraining the state of Indiana from collecting the tax, granted at South Bend, Ind., by Judge Thomas W. Slick on a petition by the Trans-American Freight Lines, Inc., Detroit, Mich., was dismissed as a result of the decision at Indianapolis. The South Bend injunction order was made contingent upon the suit brought at Indianapolis. The freight line also contended the truck weight tax was unconstitutional, but agreed to abide by the decision in the Indianapolis case.

### I.C. to Use Trucks for L.C.L. Freight

To expedite handling of less-than-carload merchandise in the Chicago area, the Illinois Central R. R. has originated a plan designed to relieve freight trains operating from the Chicago terminal from the handling of this classification of commodity, and to move carload freight only.

The new plan will be effective on all main and branch lines in an area bounded by Centralia, Ill., on the north, Cairo on the south, Eldorado on the east and East St. Louis on the west, and will require the delivery of l.c.l. freight by motor trucks.

Merchandise destined for any one of the 66 Illinois Central freight stations in the area will be moved in carloads to Carbondale. Such shipments will leave Chicago at 7.45 p.m., and arrive at Carbondale at 2.50 a.m. Evening shipments from St. Louis will reach Carbondale shortly after midnight. Immediately upon arrival at Carbondale the contents of the freight cars will be loaded into motor trucks, and by 5.30 the trucks will be under way to complete deliveries to local Illinois Central freight stations. Such deliveries will be made in the morning. In the afternoon the trucks will reverse their routes, returning to Carbondale for evening connections with fast freight trains in all directions.

In arranging for shipments to and from local freight stations, however, the road will continue optional pickup and delivery, affording door-to-door service.

Illinois Central's management expects that the merchandise service will be greatly improved, in that running time will be materially reduced, in some instances by as much as 48 hrs. The new service will make it possible for local freight trains to get over the road in less time. Every one of the 66 freight stations affected by the plan will have overnight service to and from Chicago and St. Louis—a service which heretofore has been available only at the larger cities in the areas covered.

### Toledo Wage Increase

Approximately 500 truck drivers and helpers, employed by 50 cartage firms, won wage increases when the Toledo Truck Owners and Cartage Assn. signed a 2-yr. agreement with the Teamsters' & Chauffeurs' Union, on June 29, ending a 4-day strike. New agreement, retroactive to June 1, 1939, will continue in effect until May 31, 1941. A 2½-cent hourly raise is placed in effect immediately, to be supplemented by a similar raise in June, 1940. The wage clause is the only important change in the contract, virtually all other features of the 1938 agreement being continued.

Ed H. Lee, secretary of the H. C. Lee & Sons Co., president of the employers' association, headed the association negotiators. Though the strike affected only three firms, it was feared that continuation of the controversy would result in a general tieup of local cartage firms. Signing of the agreement with the local companies is expected to be followed soon with the signing of a similar agreement with long distance freight haulers who employ local drivers in delivery service at Toledo.

### Tunnel Under Delaware

Two bills passed at the recent session of Pennsylvania Legislature to make possible construction of a vehicular tunnel under the Delaware River south of Philadelphia, were signed by Governor James. The proposed tunnel was designed as a by-pass to route New York traffic around Philadelphia. It would extend from Tinicum Township, Delaware County, Pa., to Gloucester County, N. J. At least 5 yrs. would be required to complete the structure and the estimated cost is approximately \$17,500,000.

### Court Orders Racket's End

Federal action to break up an alleged \$1,000,000-a-year trucking "tribute" conspiracy, operating from coast to coast, was taken July 17th when Judge John C. Knox signed a decree permanently enjoining Local 807, International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers of America, from acts of violence and intimidation.

Two of the 76 defendants, William Campbell and Austin Furey, union delegates, said by federal authorities to have been the "brains" of the conspiracy, pleaded guilty a few minutes after the decree was signed. They face a maximum

penalty of 1 yr. imprisonment and a \$5,000 fine. They will be sentenced Oct. 2.

Assistant United States Attorney General Moses H. Lewis said signing the decree, which was consented to by the union, would end what he described as a nationwide racket preying on shippers, owners and truck drivers.

In consenting to the decree, the union stipulated that its acceptance was not to be taken as indicating an admission of any overt acts except by Campbell and Furey.

Lewis said defendants in the case hired gangsters to terrorize drivers and force payment of \$9.42 for large trucks and \$8.41 for small trucks entering the state.

The federal prosecutor said similar conditions prevailed in every state and that scores of other cities would probably follow suit to wipe out the racket as a result of this test-case action.

The decree named not only the union but the 76 individual defendants, all of whom were indicted on a charge of violating the Sherman anti-trust law.

### St. Paul Truck Drivers Sign Year's Contract

St. Paul truck drivers and their employers arrived at an amicable agreement recently on a new contract for the coming year. The contract was ratified by negotiating committees of General Drivers and Helpers Union No. 120, and the St. Paul Employers of Truck Drivers.

Wage and hour provisions in the new agreement are the same as in the old, with a few exceptions. The new contract provides for an increase of 2½ cents an hour in the pay of drivers engaged in heavy hauling, such as those handling steel machinery, increasing their pay from 72½ cents to 75 cents.

The contract also establishes a Twin Cities metropolitan zone, outside of which regular drivers will receive 75 instead of 70 cents per hour.

### WANTED ESTIMATOR

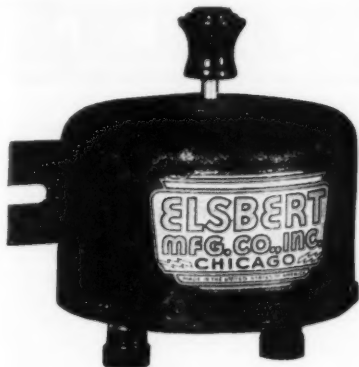
Familiar with every phase of moving, storage and packing of household goods. State full particulars, such as age, experience, married or single and salary expected. References required.

Address Box C-783, DandW,  
249 West 39th St., New York City

## NEW PRODUCTS

### Grigsby Collision Switch

FOR the prevention of fires in trucks, buses, airplanes and passenger cars, the Grigsby collision switch operates in case of either a collision in front, either side or rear, or in case of tip-over. It has no breakable parts, and will give service over many years without any attention. Complete instructions are packed with each switch. Can be installed in less than 20 minutes.



Most fleet insurance is written on the basis of experience. The Grigsby switch will reduce insurance costs by reducing the losses by fire. Many cases of loss of life by fire could be avoided by its installation. In case of serious collision it will cut off ignition before the tip-over occurs. In many cases of collision the vehicle may remain upright, but this switch protects equally as well. In case of tip-over it operates the instant the vehicle hits on its side.

Real protection can be had at a very low price, viz. Cat. No. 300, for all battery type ignition, \$4. Cat. No. 400, for all magneto ignition (Shorting type) \$4. Manufactured by Elsbert Mfg. Co., Inc., 353 W. Grand Ave., Chicago, Ill. DandW.

### Goodrich Rubber Tires

#### Versus Steel Wheels

TO demonstrate the action of steel wheels as compared to rubber tires, The B. F. Goodrich Co. engineers placed 2 identical discs of smooth concrete flooring in a specially designed floor-wear test machine; one under a steel wheel, the other under a Goodrich rubber-tired wheel. Each disc was revolved so that the wheels traveled at a speed of 635 ft. per minute with a 383-lb. load. Steel wheels ruined this concrete test block in 44 minutes. The wheel was also badly worn from the grinding action. Goodrich tires had no effect on this concrete slab after 46 hrs. The rubber tire itself showed little signs of wear. These tests were purposely severe, but since they were the same for both rubber tire and steel wheel, the comparison is fair.

This is only one definite proof of the price paid in floor maintenance in operating industrial equipment on steel wheels. This test shows the comparative ease of operation between Goodrich rubber tires and ordinary steel wheels over uneven floor conditions. In the first part of the test, steel wheels and Goodrich tires were rolled over a 9/64-in. obstruction placed on the floor. Goodrich tires rolled over these obstructions 79.5 per cent easier than steel wheels. Next, a sand film was spread over the floor. On this surface, the Goodrich tires started 70.5 per cent easier than steel wheels.

In a test made on a smooth wood floor, using a 3-wheeled trailer, the draw-bar pull necessary to start a rubber-tired trailer was 60 per cent less than that required to start a trailer with steel wheels. The draw-bar pull necessary to keep the

(Concluded on page 36)

## WHERE TO BUY

### BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

### CASTERS (Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

### QUALITY BUILT

from the Inside Out

You make no mistake when using Darnell Casters and E-Z Roll Wheels on your equipment. They are economical, durable and efficient. If you want to be sure, Demand Darnell Dependability.....



Write Today for new Darnell Caster & Wheel Manual - It will show how to save money.

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36 N. CLINTON, CHICAGO  
24 E. 22ND, NEW YORK

**DARNELL CASTERS  
& E-Z ROLL WHEELS**

### CONVEYORS

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.



Save time and labor handling bags, boxes, crates, hampers, etc. "Portables" carry in either direction, are sturdily built for tough service. Four standard sizes all easily moved by one man. Write for demonstration.

Portable Machinery Division, A. B. FARQUHAR CO., LTD.

2549 N. Kasler Ave.  
CHICAGO, ILL.

502 Duke St., York, Pa.

380 Clifton Ave.  
CLIFTON, N. J.

### COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

## ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

## Save money

with these quality business cards!



Saving need not mean cutting quality or limiting quantity.

With Wiggins Vellotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

SEND FOR SAMPLES

Compare your present business cards with VELLOTYPE

**Wiggins VELLOTYPE BUSINESS CARDS**

A product of THE JOHN B. WIGGINS COMPANY  
Established in 1857 1110 Fullerton Avenue, CHICAGO

## INSECTICIDES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven Conn.  
(See advertisement elsewhere in this issue.)



## IRON HORSE

Furniture Pads

Diagonal Square Stitch Adds Strength!

- Longer Wear — Greater Strength...at NO EXTRA COST.
- Cut sizes—30 x 72, 54 x 72, 72 x 72, 90 x 72.

VAN LININGS  
GRAND COVERS  
TIETAPE

Write for Samples!  
CANVAS SPECIALTY CO., Inc.  
90 Grand Street, New York City  
Phone: CAnal 6-5558  
"Twenty-three years of Honest Service"

The largest institutions are generally the largest advertisers — advertising made them large.



*Pioneer Pads  
Cost no more.  
But they give  
you more protection*

Pioneer Pads are sure safe certain delivery, free of damage, every load. They're made of cotton and jute, covered with cotton drill and zig-zag stitched to prevent slipping and packing. Available in various sizes suitable for all types of vans and pieces of furniture. Write for complete price list.

**PIONEER PADS**  
LOUISVILLE BEDDING CO., INCORPORATED LOUISVILLE, KY.

(Concluded from page 35)

trailer in motion at a uniform speed is 31.4 per cent less than that for steel wheels. The figures represent the average tests with three different loads.

To make a simple test on a flooring, select 2 of the most heavily traveled trucking aisles, and across each aisle paint a 12-in. band or checkerboard strip. Next, install Goodrich industrial tires on one or more steel-wheeled hand-trucks or trailers. These tires may be secured from a Goodrich dealer who will be glad to assist in making the changeover. Compare one of these busy thoroughfares to steel wheels and the other to equipment rolling on rubber-tired wheels, and note how the latter tires reduce abrasive wear. DandW.

## Treated Canvas and Canvas Treatment

TWO new folders have just been issued by the manufacturer of "Fire Chief" Canvas and "Fire Chief" Compound, describing and illustrating the use of treated canvas for roofing, decking, building construction, boat covers, tarpaulins, etc. They describe an improved treatment for fire, water and weather resistance that it is claimed will never wash out, regardless of exposure or length of service. This treatment is said to greatly lengthen the life of new canvas, and to make even old canvas good for months of added service. The folders point out that Fire Chief treated canvas has the full approval of the National Board of Fire Underwriters, the U. S. Bureau of Navigation and Marine Inspection, and it meets all requirements of the recently adopted Federal specifications CCC-D-74 for fire, water and weather-resistant cotton duck.

The folders stress the long life and economy of treated canvas as well as its safety, tell how Fire Chief finish can be applied on the job, report results of service tests covering periods of several years, and contain other information of value to users of cotton duck for industrial and marine purposes. Copies of both folders may be had by writing Wm. E. Hooper & Sons Co., Juniper & Cherry Sts., Philadelphia, Pa. DandW.

## New 12-Inch Floor Sander

A NEW 12-in. floor sander is announced having many features which should put more profit into the business of sanding floors.

The design of this sanders permits the use of a 12-in. machine on a greater range of work with increased efficiency and economy. For instance, higher speed for straight-away sanding on large areas, and compact, easy to maneuver in smaller spaces, dustless and equipped with detachable motor, is easy to handle to the job and from floor to floor.

This new Speedmatic has a feature never before achieved. The drum is in balance throughout its entire length. This balanced drum will effect great savings in abrasive paper; the



**PADS (Kersey)**

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.  
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

**PAPER (Moth Proofing)**

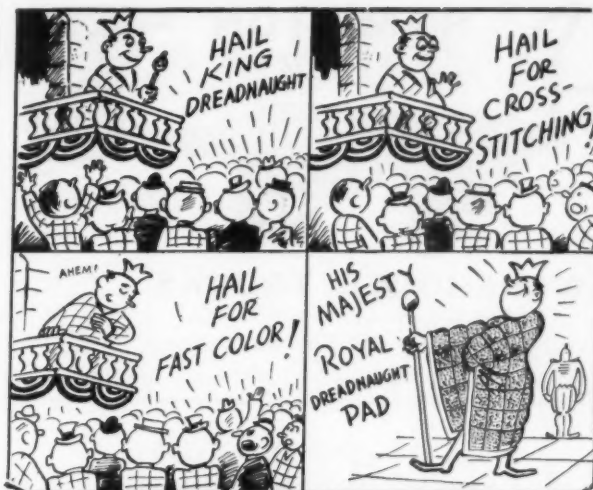
White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

**PAPER (Tar)**

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

**PIANO DERRICKS AND TRUCKS**

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

**EXTRA! EXTRA!**

JUST off the press!! Our NEW catalogue of over 100 MONEY SAVING Dreadnaught Products. It will save you time. . . It will be a great convenience.

Order Your Copy Today!!

New Haven Quilt & Pad Co., New Haven, Conn.

even pressure will permit faster working and eliminate fear of digging in.

The swivel dust bag, positive drum control, instant drum alignment, resilient rubber mounted drum bearings, the unit and chassis construction and other features popular in Porter-Cable machines, are incorporated in this new model, Speed-matic, CF-12. Made by Porter-Cable Machine Co., 1712 No. Salina St., Syracuse, N. Y. DandW.

**Towmotor Co. Issues New Booklet**

TOWMOTOR CO., manufacturer of straight gas power industrial tractors and lift trucks, offers a new booklet of 24 full page action pictures on latest material handling methods. Address request for Bulletin No. 16 to Towmotor Co., 1244 E. 152nd St., Cleveland, Ohio. DandW.

**Rubber Washers Cushion Gas Ranges in Transit**

THE Freight Container Bureau of the Association of American Railroads has recently prepared Drawing 390 illustrating a "New Method of Cushioning Gas and Electric Ranges Utilizing Rubber Washers." This drawing has been prepared to assist those manufacturers experiencing damage in the shipment of ranges they manufacture, and who are interested in eliminating or reducing to a minimum this type of damage.

Experiments conducted by this Bureau have developed the fact that the shock which is ordinarily transmitted to the stove or range when rigidly bolted to the base of the crate is greatly reduced by this method, thereby eliminating chipping or similar types of damage which occur to this commodity as a result of these shocks.

The majority of manufacturers of rubber products throughout the country are now in a position to supply this new type of a rubber bushing washer at a reasonable cost.

This new method of fastening or cushioning gas and electric ranges within crates is recommended to all stove and range manufacturers, and it is hoped that a trial of this new and unique method of packing will justify its adoption as a standard practice.

**Mathews Conveyers Handbook**

THIS handbook, known as catalog No. HB39, was designed expressly for engineers and plant operating personnel. It is pocket size 4 1/4 in. by 6 1/2 in. over all, and contains 384 pages of engineering material.

The book is offered to engineers and plant operating men only, and not for promiscuous distribution. Issued by Mathews Conveyer Co., Ellwood City, Pa. DandW.

HERE'S SURE  
MOTH  
PREVENTION



A sure way to protect against moths without costly vaults. Use any tight space in your warehouse and liberal quantities of

**WHITE TAR NAPHTHALENE BALLS OR FLAKES**

Also Manufacturers of "White Tar" Pine Tar Paper in Continuous Rolls  
Write for Prices and Catalog No. 60 Today



**THE WHITE TAR COMPANY**  
OF NEW JERSEY, INC.

(a KOPPERS subsidiary)

Belleville Turnpike

Kearny, N. J.



**HAMILTON TRUCKS**

**WAREHOUSE TRUCKS**

Lift Truck Systems—Trailers, Skids, Dollies

OVER 1000 ITEMS SHOWN IN OUR LITERATURE WRITE TODAY

HAMILTON CASTER & MFG. CO., Dept. D, Hamilton, Ohio

**CASTERS**

**WHEELS**

Industrial Casters

Swivel or Rigid  
Single or Double Wheel

### PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)

### TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

### TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

### Glazecoat Method of Color-Finishing Concrete Floors

**T**HE Glazecoat method of color-finishing concrete floors is an entirely new technique, resulting from late developments in the field of synthetic resins, and is distinguished from the conventional paint-coating by durability under traffic wear 4 to 6 times that of standard floor paints at little or no extra expense; applicability to surfaces and under conditions where ordinary coatings will not adhere or prove serviceable, such as floors laid on the ground or subject to dampness from other sources; method of application involves less time and inconvenience than an original paint job normally requires.

Glazecoat achieves what coatings merely lying on the surface have not accomplished—a greatly enhanced covering and lasting value that results in substantial savings in maintenance costs. Any increase in durability that lengthens the period between paintings means major economy to building owners—hence the significance of the Glazecoat method in terms of operating savings will recommend it to every owner and manager.

The Glazecoat finish is available in 12 clear, deep colors. The covering is fully opaque, uniform, non-slip, Manufactured by The Master Builders Co., 7016 Euclid Ave., Cleveland, Ohio. DandW.

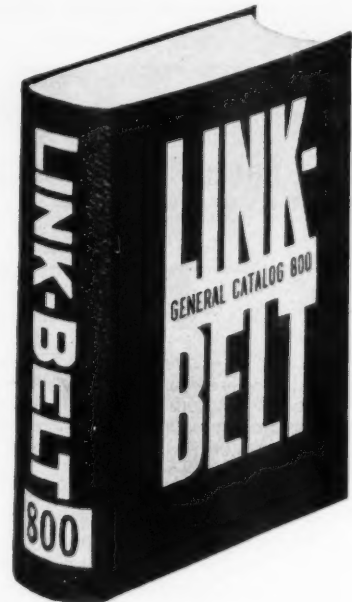
### Thomas Buys Sippel Business

**T**HE Thomas Truck & Caster Co., Keokuk, Iowa, has purchased the business of the Wm. H. Sippel Corp., South Bend, Ind. The latter company has manufactured since 1926 a line of truck casters, floor trucks, industrial trailers, and skid platforms. The Sippel products will be combined with the Thomas line of casters and trucks, and all production centered at the Keokuk plant.

One of the important products acquired is a patented stamped steel caster, made in a number of sizes for heavy-duty industrial use. DandW.

### Link-Belt Completes General Catalog

**L**INK-BELT CO., Chicago, announces the completion of its new 1,278-page general catalog No. 800, the largest and most comprehensive catalog it has ever issued, containing prices, dimensions, weights, and engineering data on power transmission machinery, and on equipment for handling screening, drying, cooling, preparing materials mechanically. A 44-page pictorial section in the forepart of the book is devoted to giving the recipient a bird's-eye view of the many products that the company makes.



### New in this book are:

A more complete line of Link-Belt Shafer self-aligning anti-friction bearing units.

Unmounted radial-thrust roller bearings providing for 3 deg. total misalignment.

A complete line of Twin Disc friction clutches.

A line of welded steel base plates providing a simple, convenient way of adjusting bearings for shaft alignment.

Universal Carrier chain capable of operating in two planes in a conveyor unit.

A line of finished-steel roller conveying chain, with a large range of conveyor attachments.

A new, inexpensive Type "90" ball-bearing, anti-friction belt conveyor idler.

Two new electric car spotters.

Never has a Link-Belt general catalog contained such a comprehensive line of power transmission equipment, and the various forms of positive drives. This section comprises 417 pages. There are 376 pages on chains and sprocket wheels; 343 on the various types of elevating and conveying equipment. Then, come pages on screening, washing, drying machinery; power shovels; car spotters; ice crusher-slingers; automatic coal stokers; and 29 pages of useful engineering tables and data in convenient form for handy reference.

Requests for this new book must be made on business letterhead and addressed to Link-Belt Co., 307 N. Michigan Ave., Chicago, Ill. DandW.

### Rubber Clutch

**A** NEW type of rubber clutch has been brought out by the General Tire & Rubber Co.

In it, narrow vanes of rubber squirm into serpentine form and cling to steel with twice the friction coefficient of asbestos or other conventional clutch linings, the company states.

The device already has been operated successfully on marine engines and oil well rigs. A 40-in. clutch is the largest made so far. DandW.



**Speedy HANDLING WITH Safety**

Pianos, Refrigerators and all kind of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

**SELF-LIFTING PIANO TRUCK CO.**  
FINDLAY, OHIO

### TRUCKS (Hand)

Hamilton Custer & Mfg. Co., Dept. D, Hamilton, Ohio.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa. (Platform)

### TRUCKS (Refrigerator)

Self-Lifting Piano Truck Co., Findlay, Ohio.

### WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.  
(See advertisement elsewhere in this issue.)

### New Electric Hoist

"QUICK-LIFT" is the name given a new electric hoist just announced to the trade. It is claimed by the manufacturer that for dependable and economical service the "Quick-Lift" incorporates a maximum amount of efficiency with speed, power and durability.

This new hoist can be plugged into any circuit or current connection, either AC or DC, and uses only a few cents per



day. It has a heavy-duty ball-bearing motor, fully enclosed, high starting torque, single and three-phase. The hoist is built with lubri-seal ball bearings; gears and pinions made of special heat-treated alloy steel, sealed and running in oil; hooks are drop-forged and heat-treated alloy steel, designed to stand 200 per cent overload; extra heavy load-chain that will not kink or bend; fool-proof limit switches; shoe-type brake with large braking surface assures smooth and positive operation; sensitive yet sturdily constructed controller, with heavy-duty contact points, and many other outstanding features.

The "Quick-Lift" may be had with either load-hook or trolley suspension, in capacities from 250 to 4,000 lbs., and weighs only 89 to 195 lbs. Write for Bulletin U-22. Manufactured by Colding Hoist Co., Danville Ill. DandW.

## PLAN NOW... for lower floor truck maintenance costs

### Here's how to do it

Many Terminals, Warehouses, Trucking Companies are now making it standard practice when adding extra floor trucks or replacing worn out ones to specify only

## "HALLOWELL" STEEL TRUCKS

They have found through past experience that "Hallowell" Trucks give them long, trouble free service with mighty little, if any, expenditures for maintenance. The construction features listed below explain why "Hallowell" Trucks are money savers.



Platforms are of a single piece of heavy steel plate that can take the bangs and jars of heavy loads without splintering. Joints are welded. Wheels are designed to run smoothly and easily . . . without wearing unevenly.

### SOME OTHER AVAILABLE STYLES



### STANDARD PRESSED STEEL CO.

**BRANCHES**  
BOSTON    JENKINTOWN, PENNA.    CHICAGO  
DETROIT    INDIANAPOLIS    Box 500    ST. LOUIS  
SAN FRANCISCO

Send me your bulletin on "HALLOWELL" Steel Trucks

Mr. .... Title .....

Firm .....

Address .....



# *A Message to Manufacturers of Nationally Advertised Products*



If you doubled the price of your products what would happen to sales? You know that the markets your company enjoys are made possible through your use of time-saving machinery, and that if the machines were curtailed or outlawed, your sales would take an abrupt drop.

There is a threat to the free use of machinery as outlined in the May 18th Iron Age. If the public were convincingly informed of the fact that time-saving machines *create* jobs—the threat to the machine would disappear.

Therefore, would there not be some advantage to you in telling the public about the part played by the machine in relation to employment? You could do this easily by running a line or panel on every advertisement, circular or promotion material giving some credit to the machine for the splendid values you are able to offer, and for the jobs created through the manufacture of your products.

Expressing a thought something like the following would help:

\*\*\*\*\*  
\*  
\* *Time-saving machines made this* \*  
\* *product. Making this product has* \*  
\* *created more jobs in manufacturing,* \*  
\* *distributing and servicing.* \*  
\*  
\*\*\*\*\*

## BIRMINGHAM, ALA.

1880 Nearly Sixty Years of Honorable Service 1939

**HARRIS TRANSFER & WAREHOUSE CO.**

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING  
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## LITTLE ROCK, ARK.

**Commercial Warehouse Co.**

801-7 East Markham Street

A Complete Branch House Service  
Fireproof Sprinklered - - Low Insurance  
Private Railroad Siding - - Quick Service

## BIRMINGHAM, ALA.

Member

**STRICKLAND****Transfer & Warehouse Co.**

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.Rs.

## BIRMINGHAM, ALA.

**WITTICHEN**

Transfer &amp; Warehouse Co.

Fireproof Warehouse

Household Goods and Merchandise

Pool Car Distribution

Member: A.W.A. &amp; M.W.A.

BONDED



## MOBILE, ALA.

**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded  
Authorized Transfer AgentsA.T.&N., G.M.&N., L.&N., M.&O. &  
Southern Railroads. Pan Atlantic S/S Corp.

## MONTGOMERY, ALA.

**Alabama Transfer & Warehouse Co.**

500 Block North Perry St.

BONDED — FIREPROOF —  
WAREHOUSE  
STORAGE & DISTRIBUTIONMembers N.F.W.A. — A.W.A. — So. W.A. —  
A.C.W. — A.V.L.

## MONTGOMERY, ALA.

**MOELLER TRANSFER & STORAGE CO.**

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service  
Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

## TUCSON, ARIZONA

**Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

## FORT SMITH, ARK.

**O K TRANSFER & STORAGE CO.**

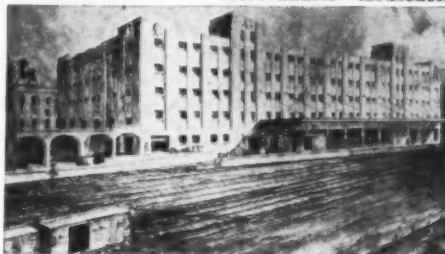
201 Rogers Ave.

Storing—Shipping—Moving—Packing  
Complete Storage and Distribution Service  
Free Switching from All Railroads  
Low Insurance Rates

26 Years of Satisfactory Service



## LITTLE ROCK, ARK.

Arkansas' Largest Warehouse  
Merchandise—Household Storage• Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartmented  
for household  
Goods**TERMINAL WAREHOUSE CO.**  
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association

American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



## LONG BEACH, CAL.

STORAGE—TRUCKING  
DISTRIBUTION  
FREIGHT—MACHINERY  
TRUCK CRANES  
RIGGING

457 GOLDEN AVE P.O. BOX 237

## LOS ANGELES, CAL.

The

STORAGE  
DISTRIBUTION  
TRANSPORTATION**CALIFORNIA WAREHOUSE**1248 WHOLESALE ST. LOS ANGELES  
Merchandise Exclusively

## LOS ANGELES, CAL.

Investigation Invited  
**MERCHANDISE - DISTRIBUTION - STORAGE**Fireproof Building, Nearest Main Retail  
and Center of Wholesale District.  
Executive Control of Each Account**COLYEAR'S**  
VAN & STORAGE CO.  
415 So. San Pedro Street

## LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

**DAVIES WAREHOUSE COMPANY**

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL  
the FIRST . . . Established 1893 . . . MORE THAN  
ORDINARY SERVICE . . . We invite inquiries relative to  
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 - - - C.W.A. - - - L.A.W.A.

## LOS ANGELES, CAL.

Completely Equipped  
Merchandise  
**LOS ANGELES WAREHOUSE CO.**  
316 Commercial Street  
Household Goods

## LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

**LYON**

VAN & STORAGE

SERVES CALIFORNIA

Let Lyon Guard your Goods

member N.W.A.C.V.S.A.

## LOS ANGELES, CAL.



## METROPOLITAN WAREHOUSE CO.

*Merchandise Warehousing  
and Distribution*

Reinforced Concrete Sprinklered Building  
Centrally Located in Metropolitan Area  
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET  
**LOS ANGELES**

Offices for Rent

Telephone and  
Secretarial Service  
Sub Basement for  
Cool, Dry Storage

MEMBER

**ALLIED DISTRIBUTION, Inc.**

1525 Newberry Ave. 11 West 42nd St.  
Chicago, Ill. New York City

## LOS ANGELES, CAL.

## Overland Terminal Warehouse

1807 E. Olympic Blvd.  
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage  
U. S. Customs Bonded Warehouse No. 11  
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY  
OR HANDLE WITH OUR ASSOCIATES

**CROOKS TERMINAL WAREHOUSES, INC.**

CHICAGO NEW YORK KANSAS CITY  
483 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

OR NEAREST GENERAL AGENCY  
UNION PACIFIC RAILROAD

## LOS ANGELES, CAL.

## Specializing In STORAGE & DISTRIBUTION of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION OFFICES  
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your  
Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

## Pacific Commercial Warehouse, Inc.

923 East Third Street Los Angeles

Represented by  
NATIONAL WAREHOUSING SERVICE,  
519 West Roosevelt Rd.,  
Chicago

FRANK J. TULLY  
251 West 57th St.,  
New York

## LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

## Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE  
Storage Distribution Drayage

Represented by Distribution Service

340,000 Square Feet  
New York

Chicago

56 Motor Trucks  
San Francisco

## Legislation, Politicians and Education in Traffic Management

(Continued from page 13)

World), calls for: A president; eight vice-presidents; a secretary-treasurer; a dean or director of education; an executive committee, a board of examiners for eligibility and membership.

Is it impossible that these officers might control the national institute? As to the statement of John W. Davis, quoted above, regarding the attendance at the national meetings of the American Bar Association, is it not true that the same condition is found at the conventions of transportation associations?

A speaker at the national meeting of the Association of Practitioners held in Pittsburgh, Pa., admitted that something should be done, as only 200 members were in attendance and the majority were from near the convention city. Is it to be wondered that the Ohio Practitioners were compelled to organize a state association, in order to win their fight to practice before the State Commission?

Apply the same test to the national convention of the National Industrial Traffic League and the accomplishments of their national conventions.

Then apply the test to the conventions of the Associated Traffic Clubs of America; how much is accomplished in the convention proper, in comparison to the committee? Are not the same faces in some of these committee meetings year after year?

How many of those who attend the convention travel on a pass? Some one has said they are in the majority. How many of the official delegates who have voting power ride free or on passes?

Think on these things, Mr. Traffic Manager:

Who controls the national transportation associations?

Will state councils and state legislative recognition be a safeguard against national politicians, petty notoriety seekers, close corporations, control by small executive committees who speak as representatives of thousands who never attend a convention unless it is held in their city?

From the foregoing citations, we are caused to believe that many of the shining lights of the legal profession are dissatisfied with the American Bar Association and its politicians, especially the section on Legal Education with its national standards of education, which seeks to monopolize legal education. Has the national association succeeded in its endeavor? The answer is well stated in the following quotation found in a brochure entitled "The Study of Law and Proper Preparation" by Edward T. Lee, page 18, under the caption "Illinois Rejects a Legal Hierarchy":

"Illinois, with other states, has stood like adamant against monopoly in legal education and against control of legal requirements for admission to the Bar by outside irresponsible agencies."

I recommend the reading of this brochure to those who want proof demonstrated of politics and politicians in national associations, or outside of legislative halls.

The report of the educational committee of the Associated Traffic Clubs drawn up at their recent convention in San Francisco is proof that the members of this committee seemingly lack confidence in members of the profession. Attention is called to item "six," the third recommendation which reads as follows:

"Care must be exercised to prevent sectionalism, the separation of carrier and shipper interest, and domination of the movement by any individual or group."

If state councils or associations produce sectionalism, then the recognized professions are guilty indeed, and if the above citation regarding the Illinois association rejecting outside irresponsible agencies is an example



## LOS ANGELES, CAL.

## UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

## LOS ANGELES, CAL.

## Make Westland Warehouses

Your Distribution Headquarters in So. California

Member, A. W. A.,  
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.  
Service

Westland  
Warehouses, Inc.

4814 Loma Vita Ave.,  
Los Angeles, Calif.  
Room 1305

38 So. Dearborn St.  
Chicago, Ill.



## SACRAMENTO, CAL.

W. E. HIBBITT, Owner



**LAWRENCE**  
Warehouse & Distributing Co.  
**STORAGE**

MERCHANDISE — HOUSEHOLD GOODS  
POOL CAR DISTRIBUTING — DRAYAGE

Your Detail Handled as You Want It

11TH &amp; R-STs.

P.O. BX. 1194

## SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

## WESTERN VAN &amp; STORAGE CO.

1808-22nd St.

Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.  
Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

## SAN FRANCISCO, CALIF.



## GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND

TILDEN SALES BUILDING

## SAN FRANCISCO, CALIF.

## HASLETT WAREHOUSE COMPANY

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland,  
Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.  
American Chain of Warehouses, Inc.

## SAN FRANCISCO, CAL.

Member:  
American Warehousemen's Association  
Distribution Service, Inc.

Complete  
Warehousing  
SERVICE



General Merchandise  
United States Customs  
and  
Internal Revenue Bonded Storage.  
Draying and Pool Car Distribution.  
Office Accommodations  
and  
Telephone Service.

**SAN FRANCISCO WAREHOUSE COMPANY**  
625 Third Street Sutter 3461

of sectionalism in action, surely it is desirable. Even though I seem to stray from my subject, I would remind those who attended the Cleveland Convention of the Associated Traffic Clubs in 1938 of the following statement made by a member of the Committee on Education: "Your directors are mindful of the fact that this is a subject on which the industrial traffic management profession is interested solely, and that any plan to even discuss the matter should be a plan which will meet with the general approval of the industrial traffic manager." In view of the above statement, many are wondering why the Committee has changed its mind, for if the industrial traffic profession was interested solely in 1938, why was the subject discussed in the convention of an organization composed of carrier employees, as well as industrial traffic managers.

Attention is called to the last nine words of item "six," namely "domination of the movement by any individual or group."

I trust that the gentlemen who attended the Cleveland convention and who heard a member of the Educational Committee state "The Institute Baby belongs to one man and, living or dead, he should do with the Baby as he sees fit" will notice this statement. A letter before me advises that the Institute belongs to one individual.

In answer to a letter in which I requested certain information, I was advised that the matter would be presented to some of the big men of the profession for their opinion.

The writer has in numerous articles definitely and positively stated that the Institute Baby is not his child, for the movement to place traffic management in the "Big Ten" class requires the support of every traffic manager who believes his profession is worthy of a place among the recognized professions. No one is more opposed to clique, group, or one-man rule in an organization than the writer; he has fought such rule in other organizations and, therefore, in all earnestness, recommends the formation of State Councils.

"Legislative recognition of traffic management will place the profession in the hands of politicians and be a feeder for traffic colleges," said my correspondent who believes that if all the legislators were shipped to Devil's Island or the Sahara Desert, prosperity would return. That members of the legally recognized professions claim that this statement is not true to fact as regards legislation and political control, should be satisfactory evidence to members of the profession of Traffic Management. Surely, members of any profession will not willingly place their profession under such objectionable control.

The statement that the state legislative program would be a feeder for colleges is proof that my correspondent has not given much thought to the program of a professional organization for traffic management. The professional Institute of the Accountants is considered a really beneficial professional organization; for this admission, I am thankful for the Accountants have (1) State Councils, (2) Legislative recognition and (3) State Boards, and this is the program many believe should be adopted for traffic management. Therefore, the professional Institute of the Accountants is a feeder for colleges, for schools of accountancy can be found in almost any city.

(Continued on page 45)

For the convenience of shippers, this section is arranged geographically

DENVER, COL.

# North Denver Transfer and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Forwarding

Cartage Distributing

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Free Switching

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General Merchandise Storage and Distribution

Total Storage Area 60,000 Sq. Ft.  
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ALLIED VAN LINES' AGENTS

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Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U.S. Customs.



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Members: A.W.A., N.F.W.A., C.W.A., M.T.A. of C., New Haven Chamber of Commerce, Hauling member Allied Van Lines, Inc.



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WASHINGTON, D. C.

Maurice Kressin, Mgr.

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639 New York Ave., N.W., Washington, D. C.

Household Goods storage, packing, shipping. Pool Car Distribution Merchandise.

Lift vans local delivery.

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WASHINGTON, D. C.

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31 Place du Marche St. Honore, Paris

## Legislation, Politicians and Education in Traffic Management

(Continued from page 43)

However, since my correspondent also refers to the College of Life Underwriters and the Institute of Real Estate Management and advises that they confer professional degrees, I would advise that courses in Life Insurance and Real Estate Salesmanship are offered in universities and colleges for the C.L.U. designation is only conferred upon those who complete the course prescribed by the national organization.

A letter from a traffic manager in one of the New England states advises: "If the proposed Institute is to be another University of Pennsylvania diploma organization, I am not in favor of it, for after 10 yrs., there is only one C.L.U. man in our state. The best insurance salesmen in our state have not received the C.L.U. degree, for they have made no provision for the man who does not have a high school diploma, even though he is the highest paid salesman and has had years of experience and is better educated than most college men.

A monthly traffic club magazine contains the following statement:

"Regardless of your personal views on this question, legal recognition is almost sure to come in some form in the next few years. The industrial traffic man is waking up to the importance of such recognition and desires that it be real recognition. Ask the Life Insurance Salesmen if national recognition and a degree of C.L.U. (Chartered Life Underwriter) issued by the University of Pennsylvania met their needs; evidently not, as they are now engaged in a fight for state recognition." When asked, "What do you think of the Institute of Real Estate Management?" a West Virginia Real Estate salesman replied: "Not much; unless state recognition is obtained, it will be just like the insurance organization. Of all the insurance agents in our city, only one is a C.L.U."

From the above citations, it will be plainly seen that national professional organizations are college feeders, just the same as the legally recognized professions. However, this does not prove that this was the reason for organizing such Institutes.

The fact that courses in traffic management are offered by schools and colleges is proof that the profession is worthy of a status comparable to that of the legally recognized professions. In order to be worthy of such a status, a profession shall "Be generally recognized by Universities and Colleges as a profession by the creation of courses therein in separate special college departments or schools leading up to recognized degrees therein, distinct from the usual degrees in arts, science or letters."

In the article "Industrial Traffic Management," Professor G. Lloyd Wilson presents requirements that a vocation must meet in order to qualify for consideration as a profession:

1. An adequate body of technical data to be mastered by those who choose to practice the profession.
2. Arrangement and organization of the technical data so that they can be taught and studied systematically.

That traffic management meets the above requirements, ample proof is given. If this body of technical data can be taught in schools and colleges or by correspondence schools, and there are those who can avail themselves of the instruction offered by these schools, thereby making themselves more efficient and their services more valuable to their employers, surely the objection that a professional organization for traffic management will be of benefit only to colleges of traffic management is likewise not true to fact, and is as absurd as the question propounded by a former traffic

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Direct Switching Connections into Warehouse  
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4th and D Streets, Southwest  
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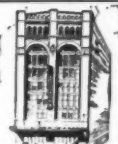
W. E. EDGAR, Supt.

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Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.  
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CONSIGN SHIPMENTS VIA B. & O. R. R.  
Heated rooms for protection against freezing.  
Member of American Warehousemen's Association

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Reinforced Concrete—Sprinkler System—A.D.T. Service  
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Two Fireproof Storage Warehouses

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For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.



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LOW INSURANCE RATES

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Sprinkled A.D.T. Burglar Protection A.W. Am.



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LOW INSURANCE RATE.

Branch office space for rent.  
Merchandise Warehousing Member of A.W.A. Pool Car Distribution

manager, now a freight solicitor, who asked: "Are you trying to make students of traffic managers?" which I answered that every real traffic manager is a student, for the ever-changing rates, rules, regulations and transportation laws require a continual supplementing of yesterday's knowledge." "Experience is the best teacher," answered the freight solicitor, to which reply was made that since traffic management requires mental rather than manual or artistic labor and skill for its successful prosecution, practical experience alone is not sufficient even though necessary in any program of training for traffic management.

In the May article of *DandW* in answer to the question "Will the committee on education appointed by the state councils decide on grandfather rights, entrance requirements and standard course of study?" an affirmative reply was made. Letters from traffic managers who have discussed this question with others prove that the doctrine of state's rights will be considered in this matter.

A well known traffic manager advises: "We have a professor at the State University upon whom we can call for advice if needed; but who are the men that are teaching traffic management in practically all work while schools? They are practical traffic management graduates of the University of Hard Knocks, therefore they can not add B.A., M.A., or P.H.D. to their name. Their former students are making good and, therefore, are assisting in raising the standard of the profession. This, they consider a greater reward and honor than an entire alphabet of earned or honorary degrees. We consider educators of this class better qualified to assist in preparing an educational program for future traffic managers than theorists."

Letters from shipping clerks and traffic managers living in towns and cities where resident instruction in traffic management is not obtainable are asking provision will be made so that they can prepare for the professional designation of the Institute. Surely an educational program would be found wanting indeed if these interested students are not considered.

Having served as a member of an examining board the writer was enabled to obtain ample evidence in proof of the statement that not all educated people have attended a resident college.

The educational program of a professional Institute of Traffic Management should be such that an opportunity to qualify for the professional designation is presented to every serious student of traffic management. Directed study courses, correspondence school instruction, as well as resident schools should have a place in the educational program of the Institute. Surely such a program can not be called college feeling or that to qualify for a professional degree the applicant must have a B.S. degree in transportation science from a State University.

The writer holds in highest esteem those whose published text books and articles have enriched the body of technical data, and informative and instructional material that has made traffic management worthy of a place among the learned professions.

As in all articles propagating a professional organization or to make known the work and worth of a real traffic manager, I have been more anxious to present facts, earnestly and truthfully, rather than rhetorical niceties. This article is submitted as added evidence that petty notoriety, financial gain or selfish interest has never and is not now the motivating cause for my earnest labors and endeavors in behalf of a higher status for traffic management.

A member of the accountancy profession advises that since it costs no more to obtain the best, why be satisfied with an inferior professional organization. Because legal recognition is the way into the "Big Ten" class of learned profession, and because I believe the traffic profession is worthy of the same status

(Concluded on page 48)

## ATLANTA, GA. SAVANNAH, GA.

**BENTON RAPID EXPRESS**

The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points.  
CUSTOMS BONDED AND INSURED  
Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

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General Storage—Pool Car Distribution  
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Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.  
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Commercial Warehousing at its Best

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Regular steamship service from principal  
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Consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.  
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Negotiable Warehouse Receipts Issued  
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Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

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2 Blocks from New Union Station  
**CANAL &  
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Tunnel and Trap Car  
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# CROOKS TERMINAL WAREHOUSES

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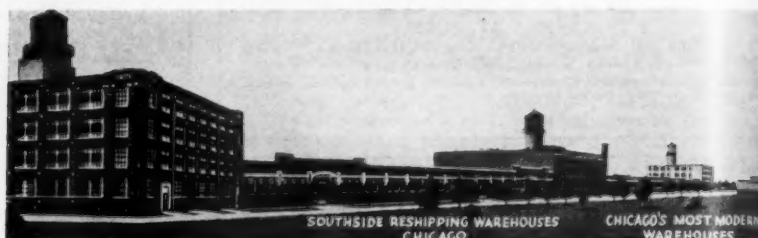
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Capacity 1200 Carloads

Insurance Rates as Low as 12c.

SOUTHSIDE RESHIPPING WAREHOUSES  
CHICAGOCHICAGO'S MOST MODERN  
WAREHOUSES

Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California

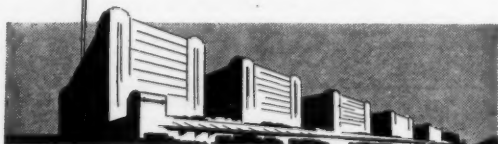
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**CENTRAL STORAGE  
& FORWARDING COMPANY**  
2001 West Pershing Road . . . CHICAGO  
Telephone . . . LAFayette 5628

## Legislation, Politicians and Education in Traffic Management

(Concluded from page 46)

accorded these professions, this, alone, is my reason for propagating state councils, legislative recognition and State boards. Let it be noted that politics in the National Bar Association and not in the Illinois Legislature caused the action of the State Bar Association to oppose outside irresponsible agencies.

A national professional organization for traffic management is desirable, but let us also have the state councils or associations to protect the profession from one-man, clique, executive committee, and general council close corporation control or rule. Surely any program to raise the standard of the profession is better than none at all; but if it costs no more to obtain the best, why be satisfied with anything less, when the traffic management profession is worthy of a place among the Big Ten professions.

### Have You Received Your Copies?

AS a result of many requests from traffic managers, *D and W* has made up a large supply of copies of the by-laws of the Missouri Society of Certified Industrial Traffic Managers and of the Kansas City Chapter of the same organization. These will be sent free to any reader on request.

### Nit League Convention Nov. 23-24 at Chicago

The 32nd annual convention of the National Industrial Traffic League will be held Nov. 23-24 at the Palmer House, Chicago.



### Associated Traffic Clubs Fall Convention in Chicago

The Associated Traffic Clubs of America, which recently completed its semi-annual convention in San Francisco, has selected Chicago for its Fall convention, to be held Nov. 6-7-8.

Los Angeles delegates to the San Francisco convention received recognition on several grounds it was reported. The Women's Traffic Club of Los Angeles delegation totaling 16, had the largest women's delegation present. The Los Angeles Transportation Club, with a total of 13 present, made a good showing, ex-president Charles Matlin receiving a secondary prize for his thesis on "Why Belong to the Associated Traffic Clubs."

### New Warehouse in Marion, Ind.

The Associated Storage and Van Co., Marion, Ind., has just completed its warehouse. It is a \$10,000 fire-proof building at 501 Railroad Ave.

The organization is headed by C. A. McDowell as general manager. Mr. McDowell is the son of Milt McDowell, one of the pioneers in the storage business who had quarters on East 3rd St. for many years.

The warehouse is of concrete and steel and a modern type. Storage facilities will take care of 75 van loads of merchandise, furniture or other shipments. Packing and shipping, long distance moving, and pooled shipments are features of the service rendered.

### Facts in Figures About Atlanta

This booklet, just issued, gives accurate, condensed, up-to-date data about Atlanta, Ga., and the surrounding section. It will be of particular value to those interested in this city from an industrial and transportation standpoint.

### Woodpulp Rate Suspended

Suspension of the reduced 21-cent rate on imported woodpulp from North Atlantic ports to Central Freight Assn. destinations which was to become effective July 3, has been ordered by the I.C.C. in docket I. & S. 4675.

It was contended by the eastern railroads that the 2-cent reduction from the 23-cent basis was necessary to enable their competing with woodpulp from Europe moving to Montreal and thence by steamers to Great Lakes ports and via motor truck to interior paper mills.

### Two New Uses for Lignin

What to do with lignin—the waste product of wood when cellulose is removed to make paper and rayon—has long baffled scientists. Huge quantities of lignin also are available in cornstalks, wheat straw, sugarcane bagasse, and cottonseed hulls. Roughly, one-fourth of all fibrous plants, including trees, is lignin. Two ways to utilize lignin are announced by the Federal Department of Agriculture.

The Agricultural By-Products Laboratory, Ames, Iowa, discovered that lignin from corncocks is more effective in removing iron from hard water than commercial compounds now in use. Iron removal from city water supplies is a problem because small quantities in water discolor clothes in home washings and in time clog water mains. With certain industries such as those manufacturing dyes, textiles, paper, and ice, it is essential that all iron be removed. Lignin is equally effective in removing iron from acid waters or from neutral or slightly alkaline waters.

A different approach to the problem has been worked out at the Forest Products Laboratory at Madison, Wis.

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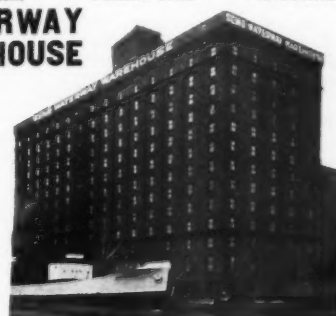
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This residue was then distilled to form wood alcohol and four new substances never before discovered. The properties of these new substances suggest their use as preservatives, fungicides, insecticides, adhesives, solvents, and plastic materials.

A public service patent has been applied for on the lignin as an iron-removal agent, and the hydrogenating process has been patented and assigned to the Secretary of Agriculture.

**To Study Inland Waterways**

The United States Maritime Commission will conduct an investigation to determine the common carrier status of Inland Waterways Corp. and the Mississippi Valley Barge Line Co., operating the Federal Barge Line, with respect to transportation of cargo between various ports on their lines and New Orleans, La. when said cargo originates or is destined to Pacific Coast ports and to determine the lawfulness of their rates, rules and regulations applicable on alcoholic liquors from ports on lines of these carriers to New Orleans, when destined to Pacific Coast ports.

**National Food Distributors' Assn.  
Convention Aug. 23-26**

The twelfth annual convention of the National Food Distributors' Assn. will be held at the Hotel Sherman, Chicago, Aug. 23 to 26.

**Soy Bean Exports**

It is reported that leading Chicago cash grain houses have affected soy bean export sales for October and November shipments amounting to about 2,000,000 bu., most of the sales being to Rotterdam and Denmark. Shipments of these soy beans from South Chicago through St. Lawrence ports are scheduled.

It is understood that two Patterson boats were booked for July loadings at South Chicago of 100,000 bu. soy beans each for export through the St. Lawrence. Some vessel space to Montreal for July is said to have been taken at as low as 3¼ cents a bushel. It is definite that vessels for July loading to Montreal were still available at 4 cents a bushel. The Canadian shipowners pool is reported seriously disorganized. For October and November loadings out of South Chicago to Montreal, grain space is reported available at 5 cents, although shipowners' agents advise that last half October is quoted at 5¼ cents and first half November at 5½ cents a bushel. Owners appear to be considerably cheered over the prospect of a sizeable export corn movement which was scheduled to begin about mid-July. Vessel space from South Chicago to Buffalo is quoted at 1¼ cents per bushel for large carriers with small boats asking 2 cents a bushel.

**Great Lakes-Sweden**

It is learned that definite arrangements have been effected by Bertil Applequist, representing the Aktiebolaget Arafart of Stockholm for the establishment of a regular general cargo service between Great Lakes ports and Sweden beginning May, 1940. This organization has been sending vessels into the Great Lakes for automobile cargoes for the account of the Chrysler agency at Nyköping. The steamer Mauritz is due to come into the lakes in July for an automobile cargo. The steamer William Hansen will be brought into the lakes in the fall for a full cargo of automobiles.

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Best distributing point in Middle West.  
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No switching charges.  
Chicago freight rates apply.

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Down Town Location with RR tracks in building.

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Square feet, private siding C.C.C. & St. L. Pool Car Dis-  
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Modern Truck Equipment.



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Complete facilities for the storage and distribution of

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PRIVATE SIDING—BIG FOUR—CONNECTING  
WITH ALL RAILROADS—NO SWITCHING  
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Write for complete description of services  
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Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We  
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License No. 12-4.

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Merchandise and Household Goods Storage

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Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

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ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

DAILY TRANSPORTATION SERVICE IN EVERY DIRECTION

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Private Siding—Free switch from any R.R. entering  
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Daily reports of shipments and attention to  
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## IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## Waterways and Terminals

(Continued from page 23)

The two new vessels are expected to be of 8,000 gross tons, with a length of 478 ft., a 63½ ft. beam, draft 22 ft. loaded, with a capacity for 100 railroad cars. They are expected to have a speed of 16½ knots, with an Isherwood system hull, with a complete double skin.

An outstanding feature of the Seatrain-type ships is the big economy in freight-handling costs. The Seatrain Lines handle all types of freight cars, box, gondola, tank, flat, cattle or refrigerator. A car elevator at each of the company's terminals loads and unloads the ships. This elevator or crane lifts the car from the terminal, or the ship, which has two decks equipped with rails on which the cars are placed and moved to any position aboard the vessel.

It has also been reported that the Seatrain Lines have entered into a long-term lease and operating contract with the Texas City Terminal Railway Co. A special Seatrain-type terminal with special loading equipment will be built at the Texas port, where connections will be provided with the Southwestern Railway.

## Plan New Ocean Railway Ferry

Decision to transport loaded freight cars by water between Philadelphia and Houston, where they will be shunted onto tracks and moved by rail to their destinations has been made by the Ocean Railway Ferry Co., it was announced by C. W. Harrison, of New York, representing the firm. Harrison, who said he and D. M. Baldwin, of New York, would operate the company, said ships that would transport 118 freight cars at a time would be provided for the service. Conferring with J. Russell Wait, Houston's port director, Harrison said he hoped to connect the ship line with the municipally-operated port terminal railway and thus give railroads in the Southwest an equal opportunity to use the water service. Another similar service has been in operation between Hoboken, N. J., New Orleans, La., and Havana, Cuba, since 1932.

## To Build River-Rail Dock

The Church Engineering Co. of Cincinnati, is asking Federal permission for the construction of a dock with a double track siding and dredging a harbor for the River Rail Co. at Cincinnati, on the right bank of the Ohio River. The dock will consist of a row of steel piling anchored to the bank with tie rods and a fill landwards will be 800 ft. long and 32 ft. above normal pool elevation. The dredging will remove 60,000 cu. yds. of material which will be deposited, as a fill, landward of the steel piling, also as ballast for the railroad siding.

### New Ship Delivery Date Set

Delivery of the new streamlined lake passenger ship which bids were invited recently by the Wisconsin & Michigan S.S. Co. is set for July of 1940. The high speed vessel will be used on Lake Michigan, probably out of Milwaukee to Muskegon, Wis. Mark McKee is president of the company, which now operates the steamers Nevada, Missouri and Illinois. McKee and his brother, Max, operate a chain of newspapers in Michigan and also have dock, foundry and fuel interests.

### Sea-Trains Planned For Houston-Philadelphia

Sea-trains, sometimes called ocean-railroad freighters, carrying 118 freight cars, are planned to make trips between Houston, Tex., and the Port of Philadelphia. It is planned to connect the ship line with the municipally-operated port terminal at Houston. J. Russel Wait, Houston port director, is expected in Philadelphia to discuss the plan further.

Although, according to C. W. Harrison, president of the Ocean Railway Ferry Co., New York, each sea-train is equipped to carry a mile-long train of laden freight cars on her four decks, those plying between Houston and Philadelphia will carry only the mentioned number of 118. The ships are 475 ft. long.

### Baltimore Port Vessel Movement Gains

Vessel movement in the port of Baltimore for the first 5 mos. of this year showed a gain of 8.5 per cent over the corresponding period of last year. For the 5-mo. period of 1939 a total of 2,796 entrances and clearances were recorded as against 2,576 in the first 5 mos. of 1938.

However, the valuation of foreign trade showed a decline of 20.8 per cent as compared with the 5-mo. period of last year. For the first 5 mos. of 1939 foreign trade amounted to \$59,172,780.

### Detroit River Commerce

Traffic on the Detroit River, one of the busiest waterways in the Great Lakes and the world, totaled 66,766,614 tons in 1938, valued at \$868,364,123, according to Army Engineers' statistics. This compares with 61,586,922 tons, worth \$967,157,896, in 1937; and 36,511,005 tons, worth \$632,370,667 in 1932, a low in recent years. The Port of Detroit, including the Canadian-American commerce of Windsor, Ont., cities and suburbs along the Detroit and Rouge Rivers, had receipts and shipments of 12,517,076 tons, worth \$334,024,032, during 1938.

### See Long Beach Penalized

Alleging that the award of Arbitrator Irving Stal-master of travel pay and transportation costs from San Pedro hiring hall to Long Beach docks, which costs the employers \$1.29½ per man daily extra pay, is penalizing Long Beach port, a request of the employers for a branch hiring hall at Long Beach will be arbitrated. Harry Bridges, at Los Angeles, is to look into this, and the matter of contract violation when C.I.O. longshoremen refused to pass a Chinese picket line to load scrap metal for Japan.

### Largest Iron Ore Cargo

Largest iron ore cargo brought to the Port of Ash-tabula, Ohio, on Lake Erie, during the 1939 season reached the harbor July 1 on the W. G. Mather, which carried 13,519 tons from Superior, on a draft of 21 ft. 8 in. The largest previous iron ore cargo brought into the port this season was in the steamer W. A. Reiss

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TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE

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Serve your cus-  
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promptly from  
stock kept in this  
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warehouse. The  
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21 Trucks — Clean, Dry Space — Reasonable Rates  
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Warehousing in all its branches.  
Sprinklered Buildings—Most Centrally Located with Rail and  
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MODERN BONDED WAREHOUSE  
SPRINKLER PROTECTED

Merchandise and Household Storage  
Pool Car Distribution—Drayage—Packing  
Rail & Barge Line Connections—Private Siding on IC & MP

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### Commercial Terminal Warehouse Company

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distribution of merchandise  
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### Douglas Shipline Storage Corporation

### Douglas Public Service Corporation



New Orleans, La.

Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—100 cars.  
Nine warehouses con-  
venient to your trade.  
Loans made against  
negotiable receipts.  
Trucking Department  
operating 105 trucks.  
Insurance Rates 12c  
to 46c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

of the Reiss Steamship Co., which carried 13,500 tons of ore.

### Freighter of 6,500 Tons Launched at Chester, Pa.

The "Mormacwren," third of six cargo vessels of this type to be built by the Sun Shipbuilding & Drydock Company, Chester, Pa., was launched in June. The vessel has a gross tonnage of 6500. It will be in the service of Moore & McCormack, Inc.

### Special Features of New Motorship Lexa Maersk

A feature of the new motorship Lexa Maersk, which recently arrived at Baltimore from its maiden voyage is the 6 huge tanks which are designed for transporting oil in bulk. Other novel features of design and equipment are to be found in this motorship. The tanks have been built into the ship because of the heavy shipments in the Far East of oils extracted from coconuts, peanuts, cottonseed, soya beans and the tung trees.

Another distinguishing feature of this ship is its holds, designed for facilitating handling of long items with a minimum of effort. Built to cut handling cost, the ship has a cargo boom with a capacity of 40 tons.

### Brings Cargo Of Pebbles

Cargo of 1500 tons of pebbles from France recently reached Hubbell, Mich., in the hold of the Norwegian ship Bonde. The pebbles will be used for grinding copper ore in mills of the Calumet & Hecla Consolidated Copper Co. These rounded stones are picked up on the northern coast of France after a big storm by fishing women and children, after having rolled along the ocean and English Channel floor for years, being cast ashore by great waves.

### Lake Charles-New York Run

The Newtex S.S. Line, direct Lake Charles-New York ship service, resumed bi-weekly sailings in July after a 3-yr. suspension of service. This announcement followed a survey of prospective southwest Louisiana shippers by J. H. Hertzog, general manager of the Line's Houston office.

### Dock Project At Brownsville

A construction project involving improvements to docks at the Port of Brownsville, Texas, and costing approximately \$43,000, is well under way. Work on the project is expected to be completed shortly in order to make the additional facilities available for handling cotton. Port officials pointed out that last year cotton was scattered all over the place, under sheds and in the open. This year a determined effort is being made to get the cotton under a roof. The improved facilities will also be used for other purposes during the remainder of the year.

### New Traffic At Madison

Contracts for transferring steel from barges to trucks at Madison, Ind., for the Jones & Laughlin Steel Corp. of Pittsburgh, for a period of 1 yr. were signed recently. The first barge, 500 gross tons of wire rods, left the company's Aliquippa, Pa. plant early in July for Madison, according to letter received from V. D. Singer, solicitor for the A. & S. Trucking Co. of Indianapolis. The A. & S. company has been engaged to haul the steel from Madison to Muncie.

### Would Tax Foreign Vessels

Sharp concern over diversion of cargo from the harbor of Montreal is expressed on behalf of local



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**Independent Warehouse Co., Inc.**

2500 CHARTRES STREET

Specializing in MDSE Distribution

- Operating Under Federal License -

All concrete Warehouses, sprinklered, low insurance rates, Low handling costs. Located on Mississippi River—shipside connection. Electrical loading and piling devices. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**

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THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

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Vans Coast to Coast

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## NEW ORLEANS, LA.

**Standard Warehouse Co., Inc.**

100 Poydras St., New Orleans, La.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
18 WEST 42ND ST. NEW YORK 18, N.Y. 1533 NEWBERRY AVE. CHICAGO 11, ILL.

Complete Warehousing Service

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**

Operating Terminal Warehouses on Tracks of

The Baltimore &amp; Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore &amp; Ohio Railroad

## SHREVEPORT, LA.

"In the Heart of the Wholesale District."

**CENTRAL STORAGE & TRANSFER CO.**

700-712 COMMERCE ST.

SHREVEPORT, LA.

Merchandise and Household Goods

Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office and showroom facilities. Agents of Forwarding, Carloading and Steamship companies. We can help you.

## SHREVEPORT, LA.

**Terminal Warehouse & Transfer Co., Inc.**

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May. W.A.—S.W.A.

## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

## PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs  
Modern, fireproof construction  
Sprinkler system protection  
Insurance rate 16 1/2 c

Free switching with all railroads

Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room

## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

## BALTIMORE, MD.

U. S. Customs  
Bonded Draymen

MAIN OFFICE: 400 KEY HIGHWAY

**DAVIDSON  
TRANSFER & STORAGE CO.**Household Goods and Merchandise—Storage—Delivery  
Unloading—Special Flat Bed Trucks for Lift Cases.  
Agents: Allied Van Lines . . . Member N. F. W. A.

## BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

**FIDELITY STORAGE CO.**

2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served All Collections Promptly Remitted

**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—M.F.W.A.—Md.M.T.A.  
Agent for Allied Van Lines, Inc.

## BALTIMORE, MD.

**McCORMICK WAREHOUSE COMPANY**

LIGHT AND BARRE STREETS, BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&amp;O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service.

## BALTIMORE, MD.

Founded 1893

**TERMINAL WAREHOUSE CO.**

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Resources \$750,000

Trucking Storage

Financing Pool Car Distribution Bonded Space

Represented by  
Associated Warehouses, Inc.  
New York and Chicago

longshoremen, seamen on Canadian lake ships and about 4000 workers on the shore in Montreal by Karl Trolsaas, president of the International Longshoremen's Assn., Montreal local.

Mr. Trolsaas urges the Federal Government to place a tax on small foreign vessels which, he said, pass free through Dominion canals to the Great Lakes, "where they load cargo that used to be transferred from Canadian lake carriers to ocean ships at Montreal." Mr. Trolsaas also commented on "the small quantity of export grain handled by Montreal." This season, he said, "practically the only grain we are handling goes on liners. Hardly a tramp ship has been loaded at Montreal this season. They all go to Sorel or Three Rivers where the grain elevators are privately owned. We want the harbor of Montreal to do something about this and not sit down and watch its grain trade go elsewhere."

## BOSTON, MASS.

**SHIPPING TO BOSTON?**

WAREHOUSEMEN AND TRAFFIC EXECUTIVES  
Use our complete facilities for the expert handling of household goods. Modern equipment for lift vans and containers.

**T. G. BUCKLEY COMPANY**, 690 DUDLEY ST., BOSTON  
ESTABLISHED 1880—FIFTY-NINTH YEAR.  
Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

## BOSTON, MASS.

**CLARK-REID CO., INC.**

GEO. E. MARTIN, President

**GREATER BOSTON SERVICE**

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

## BOSTON, MASS.

**CONGRESS STORES, Inc.**

38 STILLINGS ST.

GENERAL MERCHANDISE STORAGE

Central Location—Personal Service

Pool Car Distribution

Sidings on N. Y., N. H. &amp; H. R. R.

Protected By  
A.D.T. ServiceMember  
Mass. Warehousemen Assn.

## BOSTON, MASS.

Established 1896

PACKING MOVING

**D.W. DUNN CO.**

STORING SHIPPING

**COMPLETE WAREHOUSING FACILITIES**

CONTAINER SERVICE

46 Bromfield St. Member May W. A. 3175 Washington St.

## BOSTON, MASS.

**CHARLES RIVER STORES**  
151 Beverly Street  
Boston and Maine R. R.

**ALBANY TERMINAL STORES**  
137 Kneeland Street  
Boston and Albany R. R.

**FITZ WAREHOUSE CORPORATION**  
Successors to Fitz Warehouse & Distributing Co.  
GENERAL MERCHANDISE STORAGE  
Free and Bonded Space —1— Pool Car Service  
Rail and Motor Truck Deliveries to All Points in New England

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MOBK.5531

## BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
Lechmere Square, East Cambridge, Mass.**FREE AND BONDED STORAGE**

Direct Track Connection B. &amp; M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

**MERCHANTS WAREHOUSE CO.**

453 COMMERCIAL STREET

BOSTON, MASS. . . . . CAPITOL 7760

**Free and Bonded Storage****A. W. A. Union Freight Railroad M. W. A.**

## BOSTON, MASS.

**WIGGIN TERMINALS, Inc.**

50 Terminal St. Boston (29) Mass.

**STORAGE**B. & M. R.R.  
Mystic Wharf,  
BostonN. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## BOSTON, MASS.

ESTABLISHED 1810

**D. S. WOODBERRY CO.**

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

**TRUCKING & STORAGE**

BOSTON &amp; MAINE R.R. SIDING

**Pan Atlantic Opposes Rail  
Petition On Paper Board**

Opposition to the granting of relief to railroads from the provisions of the long and short haul clause in connection with the movement of paper pulp board from Gulf ports and South Atlantic ports to destinations in the East has been filed with the Interstate Commerce Commission by the Pan Atlantic S.S. Corp., operators in coastwise service. The steamship company's brief was occasioned by application of rail carriers to the Commission asking authority to establish reduced rates, both all-rail and rail-water, from Panama City and other Florida ports to Northern destinations.

The establishment of the rates at the proposed level, the steamship company urges, would serve to cripple the entire coastwise steamship service offered by the company, since the proposals would involve services between New Orleans, Mobile and Tampa to Atlantic seaboard points.

**Boston Terminal Gets  
Pier Lease**

The Boston Tidewater Terminal, Inc., which made the highest offer for the lease of the Army Base piers at Boston in bids opened by the Maritime Commission on June 15th, has been awarded a contract for a 10-yr. period. The contract became effective July 1.

In its bid, The Boston Tidewater Terminal offered to pay an annual rental of 47 per cent of the gross revenue, with a minimum of \$75,000 a year. The company has agreed to increase its working capital to an extent satisfactory to the Commission, it is stated. Commission officials estimated this working capital would total about \$50,000.

Other bids were as follows: D. S. Morrison, of Transport Trading & Terminal Corp., New York, an annual rental of 42 per cent of gross revenue; Piers Operating Co., one bid of 40.7 per cent and an alternative offer, based on a sliding scale of annual rental of 37.7 per cent of gross revenue up to \$210,000, 62.7 per cent of gross revenue over \$210,000 but not over \$250,000 and 72.7 per cent of gross revenue over \$250,000.

The second bid was protested by the Boston Tidewater Terminal on the contention that the invitations for bids did not provide for a sliding scale basis.

All bids agreed that the Commission would receive not less than \$75,000 a year plus \$2 per hour per crane for the use of gantry cranes at the premises.

The Boston Tidewater Terminal, Inc. is one of the units of the Chain of Tidewater Terminals, headed by Walter B. McKinney. Leo J. Coughlin, vice-president, reports that tonnage, both import and export, has increased. On the 3rd day of operation seven cargo carriers were berthed, and from all indications, the terminal expects record shipments for the remainder of the year.

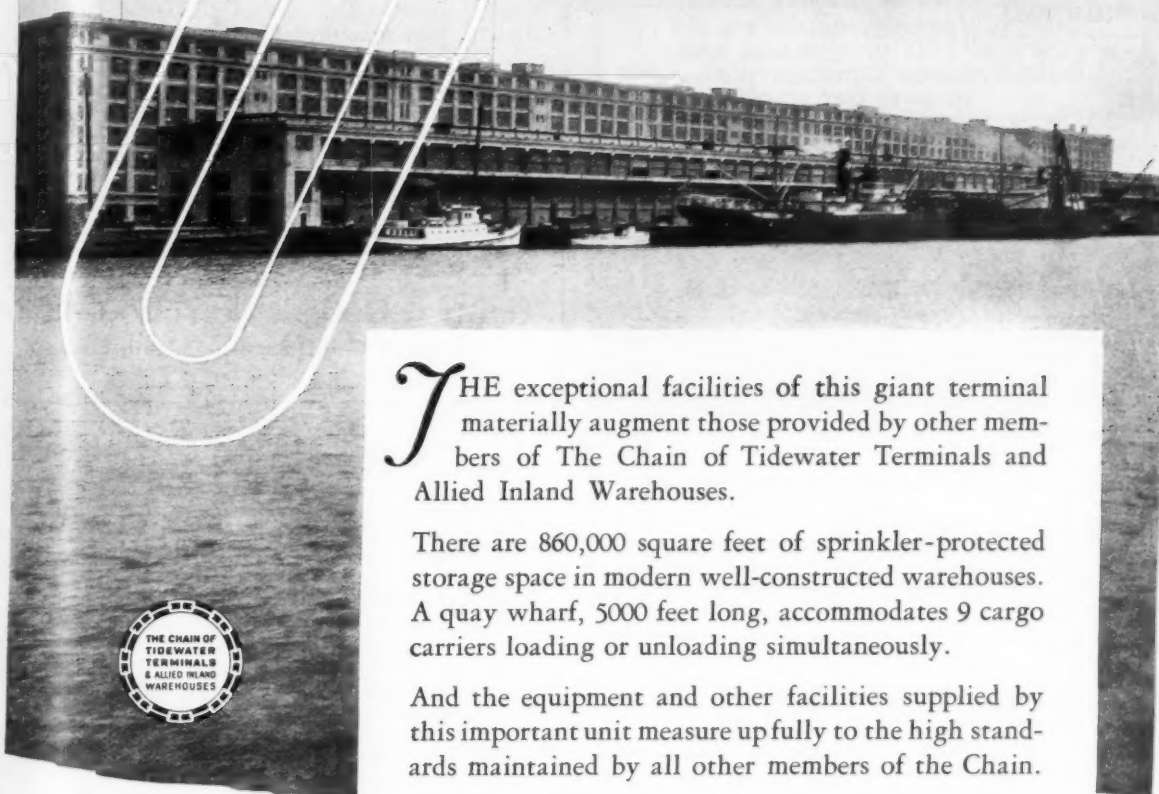
The chain of Tidewater Terminals operates, in addition to Boston Tidewater Terminal, Merchants Warehouse Co., Mystic Terminal Co., New Haven Piers 1 and 4 and Billerica Transit Stores in Boston; Keystone Warehouse Co., Buffalo; Bayway Terminal Corp., Elizabeth, N. J.; Lincoln Tidewater Terminal, Inc., Newark, N. J.; Merchants Warehouse Co., Philadel-

(Concluded on page 58)

*Another strong link is  
added to the Chain by*

# BOSTON

## TIDEWATER TERMINAL, Inc.



**T**HE exceptional facilities of this giant terminal materially augment those provided by other members of The Chain of Tidewater Terminals and Allied Inland Warehouses.

There are 860,000 square feet of sprinkler-protected storage space in modern well-constructed warehouses. A quay wharf, 5000 feet long, accommodates 9 cargo carriers loading or unloading simultaneously.

And the equipment and other facilities supplied by this important unit measure up fully to the high standards maintained by all other members of the Chain.

Served by the New Haven R. R. with excellent switching arrangements to Boston & Maine and Boston & Albany R. R.

### **Complete Coverage of Eastern Seaboard**

- BOSTON
- NEW YORK
- BROOKLYN
- BUFFALO
- NEWARK
- ELIZABETH
- PHILADELPHIA
- NORFOLK

*For Further Particulars, address:*

### **BOSTON TIDEWATER TERMINAL, INC.**

666 SUMMER ST., BOSTON, MASS.

NEW YORK OFFICE: 17 STATE ST.

LEO J. COUGHLIN, *Vice President* T. W. HASKELL, *General Manager*

### **THE CHAIN OF TIDEWATER TERMINALS AND ALLIED INLAND WAREHOUSES**

WALTER B. McKINNEY, *President*

BROAD STREET STATION BLDG., PHILADELPHIA, PA.

*For the convenience of shippers, this section is arranged geographically*



## FALL RIVER, MASS.

**BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.**

Direct B. & R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.  
Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking

## PITTSFIELD, MASS.

**T. ROBERTS & SONS, INC.**

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

## SPRINGFIELD, MASS.

**ATLANTIC STATES WAREHOUSE AND  
COLD STORAGE CORPORATION**

385 LIBERTY ST.

General Merchandise and Household Goods Storage. Cold Storage for  
Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits  
B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.  
Daily Trucking Service to suburbs and towns within a radius of fifty  
miles.

Member of A.W.A.—M.W.A.

## SPRINGFIELD, MASS.

F. G. Mooney, Pres. J. G. Holand, V-Pres.

**HARTFORD DESPATCH  
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and  
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut  
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
Members: NFWA—AWA—ACW—AVL Agents

## SPRINGFIELD, MASS.

**J.J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,  
Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks

## DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

**COMMERCIAL WAREHOUSE, INC.**

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

## DETROIT, MICH.

**Henry & Schram Storage &  
Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTION



Private Siding on  
Wabash—Canadian Pacific—Pennsyl-  
vania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and  
A.D.T. Burglary and Fire Protection

"Your Interests Are Always Ours"

1941-63 W. Fort Street

DETROIT, MICHIGAN

## DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 828  
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

(Concluded from page 56)

phia; and Norfolk Tidewater Terminal, Inc., Norfolk.

According to Morrill Wiggin, president of the Piers Operating Co., former operator of the Army Base, plans for the future are indefinite. A small office is being maintained in Section C of the Army Base.

**Exemption Bill Killed by  
Mass. Senate**

The Massachusetts Senate accepted an adverse report of the Committee on Taxation on a bill which would have granted exemption of \$1,000 on personal property stored in public warehouses.

**Shipside Storage Co., New Orleans,  
Plans Reorganization**

A plan of reorganization, recently submitted to the Federal Court at New Orleans, by the Shipside Storage Co., Inc., was approved by Judge Wayne G. Borah, who issued an order instructing A. Palmer Smith, Jr., trustee, to notify creditors of the plan.

Under the plan, the company proposes issuance of \$296,200 in first mortgage bonds, 2,334 shares of preferred stock, and an unlimited amount of common stock with which to retire present obligations and finance the new structure.

In his order, Judge Borah held the plan "fair, equitable and feasible," that copies of the plan be submitted to stockholders, and that due to present insolvency of the company, omission of holders of preferred and common stock in sharing in the reorganization was justified. Creditors will have until Aug. 4 to accept the plan. It gives priority of claim to taxes, after which follow executory contracts, holders of first mortgage bonds and coupons. The first two will be paid with cash presently, and the first mortgage bondholders will be given new bonds and cash premiums.

## Letters to the Editor

(Continued from page 24)

as greatly influenced a dream of one man becoming a reality.

Other magazines purporting to promote and encourage higher ideals with constructive and educational features, have side-tracked their platforms and obligations with selfish and discriminating policies which break narrow trends of thought and action, while your magazine has endeavored in every way to cooperate in the movement to secure and preserve the dignity and esteem of a profession which has heretofore been given little recognition generally, chiefly due to lack of interest of those within its ranks.

*Grand W* should be in the hands of every traffic department executive. Its inspiring editorials and comprehensive data are very constructive and of much benefit to those interested in distribution and warehousing.

The writer looks forward each month to receiving *Grand W* and very heartily recommends it to any industrial or commercial organization whether said organization maintains a traffic department or not, as there is much subject matter therein which will prove very enlightening to those progressive individuals who are interested in the great accomplishments of the manufacturing and industrial fields of today.

Please accept my personal comments and gratitude for the courtesies extended and cooperation rendered to the traffic profession through your magazine, one publication which so capably and in an educational manner, truly upholds its very name.—H. Deane Morrow, traffic manager, Hillyard Sales Co., St. Joseph, Mo.

## Legal Recognition Will Ultimately Be Won

It is a grand job you are doing in taking up and so thoroughly wielding the cudgel in behalf of Traffic Management. The attention you are directing to the subject through the columns of your valuable publication, augmenting the work being undertaken in the various states to bring about legal recognition of the profession, merits the plaudits of every experienced and qualified traffic manager.

If there is any profession worthy of a professional status, it is Traffic Management. It is a curious anomaly that conditions permit anyone from a yard clerk or truck driver to vice-president (and this is not intended as derogatory) to call themselves "Traffic Managers," while those of us, who, I believe, rightfully consider ourselves as legitimate Traffic Managers, after having spent years in study and slaving in railroad and later in industrial traffic service, sit supinely by without exerting a scintilla of effort to purge our ranks of those who sooner or later vitiate the profession by sheer lack of knowledge and experience.

It is true that many of the so-called "Traffic Managers" hold the title through accident of occupation and with them the work is an avocation rather than a profession. But they have seriously damaged the man who has earned the right to call himself a Traffic Manager, by experience, long hours of laborious study and application in an endeavor to broaden his knowledge of an appallingly ramified subject, in order to reflect credit upon himself as well as the interests he represents. Because of sad experience with the so-called "Traffic Manager," all of us know industries which are not only suspicious of anyone calling himself a Traffic Manager, but look upon anything pertaining to traffic and transportation as more or less of a necessary evil. That conditions permit the man who has just enough knowledge of traffic to make him dangerous to assume the title of "Traffic Manager," is solely because of the laissez-faire attitude assumed by members of the profession in the past. If the conscientious and legitimate

## DETROIT, MICH.



## GRAND TRUNK WAREHOUSE & COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

## HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

## GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—Specialized Personal Service—We own and operate our own fleet of motor trucks—Distribution.

## DETROIT, MICH.

## John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

## DETROIT, MICH.

## JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

## MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

For the convenience of shippers, this section is arranged geographically

DETROIT, MICH.

## LEONARD-DETROIT STORAGE CO.

Established 50 Years

### STORAGE WAREHOUSES ALL OVER DETROIT



Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222

DETROIT, MICH.

"Located Heart Jobbing District"

## RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

37 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

Completely  
Servicing  
**GREATER  
DETROIT**  
United States Warehouse Company  
1448 WABASH AVE.  
United States Cold Storage Corp.  
Chicago — Dallas — Detroit — Kansas City.

DETROIT, MICH.

Members N. F. W. A.

## Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

Traffic Manager is to expect any future professional status, he must work for a professional institute and see that it is protected by law.

Traffic men are usually inordinately busy individually and while I appreciate that it will require much time and some expense, I am convinced that work for the professionalization of Traffic Management will ultimately win legal recognition and pay tremendous dividends. If we persist in our past perfunctory position disaster is near at hand. On the contrary if we come to the mourners' bench now, there is hope of salvation. We must choose!

Please accept my personal thanks and deepest gratitude for your interest and the splendid contribution you are making towards placing the profession on the high plane it deserves.—P. M. Neigh, Traffic Manager, West Virginia Match Corp., Wheeling, W. Va.

### Appreciates D and W's Work on Institute Formation

I HAVE read with interest every issue of your magazine since it was first published and have noted its tremendous growth from the beginning and the thing that impresses me is that your editorials are not biased and represent clear, concrete and concise facts pertaining to the transportation field.

I should like to take this opportunity of expressing my appreciation for the article having appeared in your issue with reference to the Traffic Management Institute and I know of no organ that has done the work along these lines better than your issue.

With the mangled masses of freight rates now in existence, both via highway and rail, certainly there is no profession that requires more study to keep abreast of the times than that of an industrial traffic man.

There is no reason why this group of men cannot set up a level of ideals and principles in the form of a code of ethics and at least have a definite goal in view.

As one actively engaged in this type of work, may I in closing state that I do really enjoy your issues and look forward to receiving them periodically.—W. C. McMurry, General Manager, Birmingham Traffic Assn., Birmingham, Ala.

### Missouri Bonding Law Now Applied to Small Cities

The Missouri legislature passed S. B. 359 which applies the present warehouse law to warehouses in cities of 5,000 or over. Formerly it applied only to those of 50,000 or more. It requires a bond executed by a surety corporation or an insurance policy of \$25,000 instead of a bond "with good and sufficient security." It provides also that a warehouseman cannot hold himself out to the public as such or use the word storage unless he is licensed under the act. It repeals the section permitting goods to be sold to pay storage charges.

### New Coffee Rate Out of New Orleans

A new rate of 45 cents, minimum 30,000 lbs., became effective July 8th, on import green coffee from New Orleans to Kansas City, Fort Scott, Pittsburgh, Kansas, Joplin, and Springfield, Mo.

The rate which is published in Supplement 6 to Emerson's 23-D puts New Orleans on a parity with Houston to these destination points.

The Southwestern Freight Bureau has put on its docket a proposal for a rate of 40 cents per 100 lbs., on import green coffee, minimum 60,000 lbs., from New Orleans to Joplin and Neosha, Mo., this rate to alternate with the newly effective basis of 45 cents.



**GRAND RAPIDS, MICH.**

**A COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE**  
**COLUMBIAN STORAGE & TRANSFER CO.**

*Approximately 75% of All Commercial Storage in Grand Rapids Handled Thru Columbian*

Represented by  ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 17, N.Y. 1525 NEWBERRY AVE. CHICAGO 11, ILL.

**MINNEAPOLIS, MINN.**

**Complete Facilities**

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . . Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

**NORTHWESTERN TERMINAL CO.**  
400 Stinson Blvd. Minneapolis  
Member: MINNEAPOLIS N. W. A.

**MINNEAPOLIS, MINN.**

**MERCHANDISE STORAGE**

For Distribution Throughout the Entire Northwest  
200,000 Square Feet—Free Switching—Centrally Located  
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage  
100 trucks available for pick up and delivery service.

**UNITED WAREHOUSES, INC.**  
708 South Third St. Minneapolis, Minn.

**ROCHESTER, MINN.**

903 6th St., N. W. Phone 5296

**CAREY TRANSFER & STORAGE**

*Bonded Warehousemen*  
Complete Warehouse Facilities for Storage & Distribution  
**MERCHANDISE**  
Experienced Organization and Equipment for  
**MOVING, PACKING AND STORING**  
**HOUSEHOLD GOODS**  
Modern Buildings. Private Siding CGWRR Co.  
**MOTOR TRUCK SERVICE**  
Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

**LANSING, MICH.**

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
410 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



**SAGINAW, MICH.**

**BRANCH HOUSE SERVICE**

**... AT WAREHOUSE COST**

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL-WAREHOUSE CO.**

1840 No. Michigan Avenue  
SAGINAW, MICHIGAN

**ST. PAUL MINN.**

**A COMPLETE WAREHOUSING SERVICE**


*Merchandise Storage — Cold Storage*  
*Pool Car Distribution*  
*Industrial Facilities*

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

**CENTRAL WAREHOUSE COMPANY**  
739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nester 2631



Represented by  DISTRIBUTION SERVICE, INC.  
219 E. N. Water St. 100 Broad St. 525 Third St.  
CHICAGO NEW YORK CITY SAN FRANCISCO  
Phone: Superior 7180 Phone: Phone: Sutter 3461  
BOWLING GREEN 9-0986

**MINNEAPOLIS, MINN.**

**ANCHOR WAREHOUSE, Inc.**  
**BONDED - FIREPROOF WAREHOUSE**

Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited  
730-740-750 Washington Ave., North

**ST. PAUL, MINN.**

**Kedney**

A.W.A.—N.F.W.A.—Minn. N.W.A.

**STORAGE**  
**MDSE. & HOUSEHOLD GOODS**  
**WAREHOUSE CO.**  
8th and John Sts.

Represented by  ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 17, N.Y. 1525 NEWBERRY AVE. CHICAGO 11, ILL.

**MINNEAPOLIS, MINN.**

**Kedney**

A.W.A.—N.F.W.A.—Minn. N.W.A.

**STORAGE HOUSEHOLD GOODS**  
**10 HENNEPIN AVE.**

**WAREHOUSE CO.**

**MERCHANDISE STORAGE, 617 WASHINGTON AVE., NO.**

Represented by  ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 17, N.Y. 1525 NEWBERRY AVE. CHICAGO 11, ILL.

**ST. PAUL, MINN.**

"Leaders in The Northwest"

**MIDWAY TERMINAL WAREHOUSE CO.**

2295 University Ave. — Midway between St. Paul & Minneapolis

**Storage - Distribution - Trucking**

Also Operating

St. Paul Terminal Warehouse Co., St. Paul  
Minneapolis Terminal Warehouse Co., Minneapolis



**MINNEAPOLIS, MINN.**

"Leaders in The Northwest"

**MINNEAPOLIS TERMINAL WAREHOUSE CO.**

618 Washington Ave., No. Downtown Jobbing District

**Storage - Distribution - Trucking**

Also Operating

St. Paul Terminal Warehouse Co., St. Paul  
Midway Terminal Warehouse Co., St. Paul



**ST. PAUL, MINN.**

"Leaders in The Northwest"

**ST. PAUL TERMINAL WAREHOUSE CO.**

425 E. Eighth St.

Downtown Jobbing District

**Storage - Distribution - Trucking**

Also Operating

Minneapolis Terminal Warehouse Co., Minneapolis  
Midway Terminal Warehouse Co., St. Paul



## JACKSON, MISS.

**RICKS STORAGE CO.**  
**BONDED WAREHOUSEMEN**  
 Complete Warehouse Facilities for Storage and Distribution  
**MERCHANDISE**  
 Experienced Organization and Equipment for  
 MOVING, PACKING and STORING  
**HOUSEHOLD GOODS**  
 Modern Buildings, Sprinklered, Private Siding ICRR Co.  
 Low Insurance Rate  
**MOTOR TRUCK SERVICE**

## JEFFERSON CITY, MO.

**COLE MOTOR SERVICE, Inc.**  
*Central Missouri's only Fireproof Warehouse*  
 Moving - Packing - Crating - Storage  
 Transportation—Warehousing  
 Daily freight service to 100 Central Missouri towns South of the  
 Missouri River.  
 Member of N.F.W.A.—M.W.A.—A.V.L.—A.T.A.

## JOPLIN, MO.

**SUNFLOWER LINES, INC.**  
 Successors to Tonnies Transfer & Storage Co.  
 1027-41 Virginia Ave. Joplin, Mo.  
 Distribution and storage of merchandise  
 Fireproof warehouses—Motor van service  
 On railroad siding—Lowest Insurance rates  
**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

**In Kansas City**  
*it's the* **A-B-C FIREPROOF WAREHOUSE CO.**  
 Distribution Cars are so handled as to carefully safeguard  
 your own interests and those of your customers.  
 Three Fireproof Constructed Warehouses  
 Agents  
 Allied Van Lines, Inc.

## KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors via rail or daily motor service to entire Southwest.  
**ADAMS**  
**TRANSFER & STORAGE CO.**  
 MEMBER OF American Chain of Warehouses  
 American Warehousemen's Association • Traffic Club Chamber of Commerce  
 "Surrounded by the Wholesale District"  
 UNION TRUCK TERMINALS  
 228-236 West Fourth St.

## KANSAS CITY, MO.

**CENTRAL STORAGE CO.**  
 Efficient, Complete Merchandise Warehousing Service  
 Office—1122 ST. LOUIS AVE.  
 (West 10th Street)  
 In Center of Wholesale and Freight House District

## KANSAS CITY, MO.

**CROOKS TERMINAL WAREHOUSES**  
*"Kansas City's Finest Warehouses"*  
**LOWEST INSURANCE RATES**  
**BEST RAILROAD FACILITIES**  
**IN THE HEART OF THE FREIGHT HOUSE AND WHOLESALE DISTRICT**  
 Operating  
 Brokers' Warehouse, Security Warehouse, Terminal Warehouse

## KANSAS CITY, MO.

**MERCHANDISE WAREHOUSES, Inc.**  
 St. Louis Ave. & Mulberry St.  
 Operating 240,000 sq. ft. fireproof sprinkler equipped space; 14-car sidings; insurance rate 10.4; dockage for 30 trucks; free switching, free pickup and delivery to and from freight houses; local, regional and storage-in-transit service; space and offices for rent Field Warehousing. Financing.

## KANSAS CITY, MO.

**W. E. Murray Transfer & Storage Co.**  
 Pool car distribution - Financing of Stocks  
 Modern Fireproof buildings on switch track  
 Shipments forwarded without drayage charge  
*Kansas City's most advantageous warehouse location*  
 Main Office: 2019 Grand Avenue See listing for details  
 Agent, Greyvan Lines, Inc.

## KANSAS CITY, MO.

**THE ONLY WAY TRANSFER & WAREHOUSE CO.**  
 1400-10 St. Louis Ave.  
**POOL CAR DISTRIBUTION**  
 Our Specialty  
 Two Merchandise Warehouses — Cartage

## KANSAS CITY, MO.

**THE H. H. SMITH STORAGE CO.**  
 1015-19 Mulberry St.  
**Merchandise Storage—Drayage—Pool Car Distribution**  
 Private sidings U.P. and C.B.&Q. Rys.

## ST. LOUIS MO.

**RUTGER STREET WAREHOUSE, INC.**  
 MAIN & RUTGER STS.  
 200,000 Sq. Feet of Service  
 BONDED Low Insurance  
 Merchandise Storage and Pool Car Distribution.  
 Track Connections with All Rail and River Lines.  
 Offices:  
 New York Murray Hill 9-7645  
 Chicago Franklin 6263

## ST. LOUIS, MO.

**Most modern warehouse set-up in St. Louis**  
 Lowest Insurance Rates  
 Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines.  
 Covered railroad docks, capacity 100 cars daily.  
 Spacious truck docks facing wide streets to speed up service locally and beyond.  
 State and U. S. Custom bonded.  
 Twenty floors office space in connection.  
 Our prices comparable with other warehouses in this territory.  
 Storage available on lease or tariff basis.

**ST. LOUIS MART INC.**  
 Warehouse Division.  
 12th Blvd. at Spruce St. St. Louis, Mo.

## ST. LOUIS, MO.

**"SERVICE THAT EXCELS"**  
 Six warehouses in metropolitan St. Louis for your distribution.  
 Our facilities include a warehouse in East St. Louis, Illinois, ideal for serving the large territory on the East Side.  
 Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.  
 Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1.  
 U. S. Customs Bonded and Tax Paid Space under same roof.  
 Complete Distribution Service—Low Insurance Rates.  
 Your inquiries will be given prompt attention.

**ST. LOUIS TERMINAL WAREHOUSE CO.**  
 826 Clark Avenue St. Louis, Mo.

## SEDALIA, MO.

FRANK MIDDLETON, Owner &amp; Mgr.

## Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage  
Pool Car Distribution. Private Lockers

Member of N.F.W.A.—Mo. W.A.—Agent for Allied Van Lines

## Economy in Modern Distribution

(Continued from page 21)

the manufacturers setting them up know they will not pay for themselves.

4. A large number of manufacturers in this industry sell their trade-marked products on a delivered basis to destination, and, because of the wide spread between carload and less-than-carload freight rates, they find it best to move everything by carload and store it locally. It is difficult for many of these manufacturers to meet distant competition if they are compelled to absorb less-than-carload rates and price their merchandise more or less in line with these competitors.

5. Manufacturers are anxious to give better service to their customers. If this can be accomplished by the establishment of a wholesale branch at some strategic point they are glad to do it. In other cases, manufacturers have not been satisfied with the service given customers by wholesalers. Manufacturers say that drug wholesalers, particularly, have become mere order takers and not sales agencies for their products. This frequently leads to direct selling by the manufacturer as well as the opening of wholesale branches as a part of the system.

As time goes on, many of the manufacturers who have opened wholesale branches during the past few years will find, as others have before them, that the true cost of maintaining branch organizations has often been concealed rather than revealed by their accounting systems. It has been discovered, for example, that losses often occur because excessive inventories are carried at branch houses; that there is often a loss from obsolescence of stock carried at branch houses; and that stocks at the branches often impede factory turnover, something just as important as retailer or wholesaler stock turnover. But despite these dangers the factors leading to the increased use of their own wholesale branches by these manufacturers are still powerful.

Manufacturers are today looking for ways to achieve the results possible through their own wholesale branches at lower costs. The first thing some manufacturers have done to bring this about is to reduce the personnel at the branch. This results in poor service to customers and makes the sales manager at the branch more of a clerk and warehouseman than a salesman. A second method has been to reduce the amount of stock carried at the branch, but this again lessens the service to customers and defeats the very purpose for which branches have so often been established. A third alternative has been to shift from a branch house carrying a full stock to a combination of sales office carrying no stock, but with a complete stock carried in a public merchandise warehouse in the same town.

A fourth method of reducing the costs of wholesale branches has been to abandon them entirely and to place stocks in public warehouses in various distribution centers under the accredited list system of operation. A fifth method has been, wherever leases would permit, to cut down the overhead of wholesale branches by leasing a definite space on a square-foot basis in a public warehouse instead of renting quarters elsewhere. Inquiry among manufacturers in this industry reveals that many are today using public warehouses

## MISSOULA, MONT.

Distribution Center for Western Montana

## REELY'S

General Storage  
and

Freight Terminal



MEMBER OF

A.W.A.

N.F.W.A.

MONT. T. &amp; S. A.

O.M.F.G. LISTING



Distribution Specialists for 35 Years

## HASTINGS, NEBR.



1876

1939

## BORLEY'S

Storage &amp; Transfer Co., Inc.

Pool Car Distribution

FIREPROOF

BONDED

STORED OR SHIPPED

## LINCOLN, NEBR.

## UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. &amp; W. annual Directory.

## COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,  
New York City and Chicago, Ill.  
Member of A. W. A.

## OMAHA, NEB.



R. J. MAYER, PRESIDENT

## CENTRAL STORAGE &amp; VAN CO.

MAIN OFFICE . . . 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE . . . TRACKAGE . . . MOTOR TRUCKS

## OMAHA, NEB.

FORD BROS. VAN & STORAGE COMPANY  
1024 Dodge Street Omaha, Nebraska

Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

Member of N.F.W.A. and A.W.A.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHIL 6-0948 1525 NEWBERRY AVE. MOH 5348

## OMAHA, NEB.

GORDON  
Storage  
Warehouses, Inc.

## Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

## KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE ——— HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

For the convenience of shippers, this section is arranged geographically



## MANCHESTER, N. H.

NASHUA, N. H.

CONCORD, N. H.

Make Our Warehouse Your Branch Office for  
Complete Service in New Hampshire**McLANE & TAYLOR**

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household  
Goods, Storage, Cold Storage, Unexcelled Facilities.  
Pool Car Distribution

Direct R. R. Siding, Boston &amp; Maine R. R.

## HACKENSACK, N. J.

RUTHERFORD, N. J.

**GEO. B. HOLMAN & CO., Inc.**

STORAGE

SHIPPING

PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey  
Motor Vans for Local and Long Distance Moving

Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

## HOBOKEN, N. J.

**HOBOKEN DOCK CO.**

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

## NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING!

MOVING!

STORAGE!

dependable since 1860

**KNICKERBOCKER**

STORAGE WAREHOUSE COMPANY

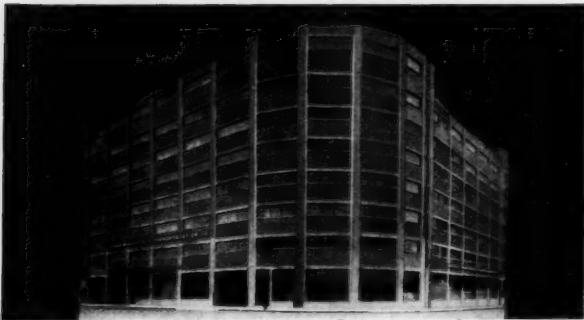
96 to 106 ARLINGTON STREET

74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

## NEWARK, N. J.

**"KEEP UP WITH THE MODERN DAY  
... DISTRIBUTE THE LEHIGH WAY"**

"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

## FACILITIES

**NEWARK**—MAIN OFFICE—98-108 FRELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchmen; Ins. rate, 6c up to 10.2c. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

**ELIZABETH**—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8c up to 16.7c. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.

**SERVICE FEATURES**—Bonded; Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service. Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.



Established 1919

**LEHIGH WAREHOUSE**  
AND TRANSPORTATION CO., INC.

For the convenience of shippers, this section is arranged geographically

for their branch stocks whether with or without branch sales offices.

The proper use of the public warehouse facilities of the country by the manufacturers in this industry will mean the virtual abandonment of many stock-carrying wholesale branches that are now adding to overhead without rendering comparable services in distribution. It will mean more efficient distribution at lower cost. It will make it possible for more consumers to buy at prices they can afford to pay, because these prices will bear a lower cost load for distribution.

One of the manufacturers in this industry using public warehouses as an important link in his distribution chain is the Vick Chemical Co. This company says:

There is no question in our minds that a public warehouse, efficient and up-to-date in its equipment and system, is the ideal medium for a manufacturer to use in solving his distribution problems. This company has been using public warehouses for a number of years and we are thoroughly convinced that, under certain conditions, this is the most satisfactory and cheapest way that we can get our product to the trade when needed in territory far removed from our plants and where less-than-carload shipments would not reach the purchaser in a short period of time.

**Suit Against Labor Union Filed  
by Jersey Warehouses**

Three large New Jersey warehouse and moving companies have instituted Chancery Court action, charging that Teamsters' Union, Local 863, and one Jack Waldor are engaged in an unlawful conspiracy to force them to join an employers' organization and to sign up with the union.

On application of counsel for the complainants, Vice-Chancellor Stein, on July 5, ordered the union, Benjamin I. High, its business representative, and Waldor to show cause why they should not be restrained from interference with the companies or their employees or customers. The complainants are Lincoln Storage Warehouse and the Orange Storage Warehouse, Inc., both of East Orange, and E. A. Leach, Inc., of Montclair.

It was stated by the complainants that their employees are satisfied, have not joined the union and have not gone on strike, but that the union has established picket lines, and has intimidated customers and truck drivers so that in some cases police had to be called before deliveries or loadings could be completed.

**N. J. Attacks Free  
Lighterage**

Another attack on the system of so-called free lighterage in the Port of New York has been made by Jersey City, N. J., in a complaint against the fifty-seven railroads alleged to have impeded the growth of industry on the west side of the Hudson River through discriminatory rates.

The I.C.C. received the complaint June 27 and it was suggested that the rails change their rates to include the cost of lighterage to New York and other points on the east side of the Hudson River. Thus, it was claimed, an estimated loss of \$10,000,000 a year to the rails could be eliminated.

"All shippers sending goods, say, from St. Louis to New York City," said the complaint, "pay no higher freight rate than in shipping the same goods to Jersey City, Bayonne, Weehawken, Elizabeth, Newark, Perth Amboy and other points within the free lighterage zone.

"As these goods shipped from St. Louis into New York City or any other area east of the Hudson River have to be unloaded first at the New Jersey terminals, then loaded upon vessels known as 'lighters,' transported by water across the Hudson River or New York

## NEWARK, N. J.

**Newark Central Warehouse Co.**

General Offices:

110 Edison Place, Newark, N. J.

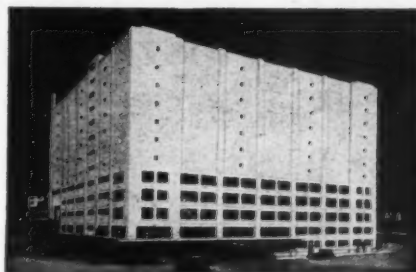
In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

**POOL CAR DISTRIBUTION**

Member of N.J.M.W.A.

Represented by  **ALLIED DISTRIBUTION INC.**  
NEW YORK CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON.5531

## ALBANY, N. Y.

**CENTRAL WAREHOUSE CORPORATION**

Colonia and Montgomery Sts., Albany, N. Y.  
Telephone 3-4101

## TRENTON, N. J.

**MANNING'S WAREHOUSE CORPORATION****FIREPROOF STORAGE**

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping.  
General Merchandise Storage and Distribution, Pool Cars Distributed  
Ship via Pa. R.R. or Reading R.R.

## ALBANY, N. Y.

**JOHN VOGEL Inc.**

**FIREPROOF WAREHOUSES**  
OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.  
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
POOL CAR DISTRIBUTION OF MERCHANDISE  
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
Collections promptly remitted

## ALBUQUERQUE, N. M.

**DON'T MOVE**

Until You Get An Estimate From  
**DALTON TRANSFER AND STORAGE COMPANY**  
115 S. John St. Phone 398  
Members Southwest Wh. Ass'n—Mayflower Wh. Ass'n.

## BROOKLYN, N. Y.

**BOWNE-MORTON'S STORES, INC.**

RIVERFRONT WAREHOUSES

611 SMITH ST. (on Gowanus Canal) Tel. CUMBERLAND 6-4880  
FREE AND BONDED WAREHOUSES  
Licensed by Cocoa, Rubber and Metal Exchanges  
N. Y. City Office: 57 Front St. Tel. BOWLING GREEN 9-0780  
DISTRIBUTION BY BROOKHATTAN TRUCKING CO., Inc.  
57-59 Front St., N. Y. City, N. Y.

## ALBUQUERQUE, N. M.

**SPRINGER TRANSFER COMPANY, INC.**

ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse  
in New Mexico

Complete and efficient service in distribution, delivery  
or storage of general merchandise or furniture.  
Member of N.F.W.A.—A.W.A.

## BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

**GREENPOINT TERMINAL CORPORATION**

**FREE AND BONDED WAREHOUSES**  
**STEAMSHIP PIERS**

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

## BROOKLYN, N. Y.

**LEHIGH WAREHOUSE & TRANSPORTATION COMPANY, INC.**

Albert B. Drake, President Established 1919  
BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.  
250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.  
Sprinkler system A.D.T. Watchman. Insurance rate 8.6¢. Private siding B.E.D.T.R. switching to and from all lines entering N. Y. Harbor. Capacity 40 cars. Motor truck platform capacity 20 trucks.  
SERVICE FEATURES—U. S. Customs Bonded, Pool car distributors, Motor Terminal and transport service; fleet of motor trucks serving metropolitan area daily—licensed and bonded trucks maintained to transport liquors and imported merchandise. Dry storage and temperature controlled rooms. Dock facilities for lighters and barges. See Newark, New Jersey for additional facilities.

## ALBANY, N. Y.

**Albany Terminal & Security Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member { American Chain of Warehouses  
American Warehousemen's Association

## BROOKLYN, N. Y.

Established 1860

**Peter F. Keilly's**

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of  
Household Goods

## BROOKLYN, N. Y.

When you use

So. 11th St. Warehouse in Brooklyn

you have Waterfront, Free Lighterage, the use of all Rail and Water Facilities, Sprinkler System, Low Insurance, A. D. T. Supervision. With an All Dependable WAREHOUSE SERVICE.

**SOUTH ELEVENTH STREET WAREHOUSE CORPORATION**

480 KENT AVENUE, BROOKLYN, N. Y.

Member A.W.A. WAREHOUSE ASSN PT. N.Y.

Bay, unloaded at the piers or at shipside and finally loaded all over again into transportation facilities on the east side of the Hudson River, the railroads make absolutely no charge for all this service rendered after the goods arrive at the New Jersey terminals.

"Based upon the proofs presented by the State of New Jersey in the lighterage case of 1931, it is estimated that this service costs the railroads at least \$10,000,000 a year without any payment whatever by the shipper."

The railroads named in the complaint include the New York Central, Pennsylvania, New Jersey Central, Lehigh Valley, Erie, B & O, D.L.&W., Ontario & Western and the Philadelphia & Reading.

For the convenience of shippers, this section is arranged geographically

## BUFFALO, N. Y.

**GENERAL MERCHANDISE  
STORAGE—DISTRIBUTION**RAIL-LAKE-CANAL  
TERMINALSINTERIOR WAREHOUSES  
100% HEATED—SPRINKLERED600,000 SQUARE FEET  
80 CAR SIDINGS  
ERIE—NYC—BFO CREEK RRSTEVEDORE  
CONTRACTORSHEATED SPACE  
OFFICES—MANUFACTURING**BUFFALO FREIGHT TERMINAL WAREHOUSE CO.**  
1504 Liberty Bank Building BUFFALO, NEW YORK

## BUFFALO, N. Y.

(Agents for Allied Van Lines, Inc.)

**Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—  
Buffalo and New York City  
Members B.W.A.—N.F.W.A.

## BUFFALO, N. Y.

Economical Storage and Shipping

**KEYSTONE WAREHOUSE CO.**  
SENECA AND HAMBURG STREETS, BUFFALO, N. Y.Served by Great Lakes Transit Corp. Steamers,  
N. Y. Barge Canal Lines and all R.R.'s.  
Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

## BUFFALO, N. Y.

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION  
MERCHANDISE STORAGE  
PRIVATE SIDING

## BUFFALO, N. Y.

Let us care for your needs in Buffalo

**LARKIN WAREHOUSE INC.**

BUFFALO, N. Y.

Specializes in handling pool cars. Lowest insurance rates. Stores autos and  
No cartage on railroad shipments. rates general merchandise.

GOVERNMENT BONDED WAREHOUSE

For further information write J. E. Wilson, Traffic Manager

Represented by  
NEW YORK ELIOT DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHIL. 6-0946 1525 NEWBURY AVE. MON. 5511

## BUFFALO, N. Y.

**LEDERER  
TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

## BUFFALO, N. Y.

**LEONARD  
WAREHOUSES**

Offices—163 Georgia St.

Household Furniture—Storage and Removals—  
Local, Long Distance — Special Storage and  
Handling of Electrical Appliances for Merchandising Purposes.Member  
B.W.A.—  
Mayflower  
W.A.

## BUFFALO, N. Y.

**OUR JOB**is to handle your merchandise just as you would do it. We are serving many national  
known accounts with complete satisfaction. We will satisfy you.**THE MARKET TERMINAL WAREHOUSE**

Schoellkopf &amp; Co., Inc.

102 Perry St.

Represented by Associated Warehouses, Inc.  
New York City and Chicago

## BUFFALO, N. Y.

**GENERAL MERCHANDISE—COLD STORAGE  
WAREHOUSE**Cargo-Handling  
Rail-Lake and Barge  
Terminal  
96 Car Track  
Capacity  
1500 Feet Private  
DockFinancing—  
Distribution  
Auto Dealers  
Warehousing  
Service  
Office and  
Factory Space**TERMINALS & TRANSPORTATION  
CORPORATION**

275 FUHRMANN BLVD. BUFFALO, N. Y.

## ELMIRA, N. Y.

**A. C. RICE STORAGE CORP.**

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

MEMBER

A.W.A.—N.W.A.—ALLIED VAN LINES

## FLUSHING, L. I., N. Y.

Established 1908

At the Gateway to the World's Fair

**Flushing Storage Warehouse Co., Inc.**

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses

Moving, Packing, Storing and Shipping of Household Goods. 10 blocks  
from the World's Fair Corona Freight Station, serving Jackson Heights,  
Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston, Great  
Neck, Little Neck, Fort Washington, Manhasset.  
Members of the A.V.L.—N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

## FOREST HILLS, L. I., N. Y.

MEMBER

**Forest Hills Fireproof Storage**

Austin St. and Herrick Ave.

Storage and Shipping of Household  
Goods ExclusivelyServing—Forest Hills, Elmhurst, Kew Gardens,  
Richmond Hill, Jackson Heights.

## N. Y. State Warehouse Group

**Re-elects King**THE New York State Warehousemen's Assn. held its  
convention at the Westchester Country Club, at Rye,  
N. Y., June 23-24, 1939. The meetings were well  
attended in numbers, 33 attending the business meet-  
ings, and 46 coming to the banquet Saturday night, but  
the representation being from so few points in the  
State some problems could not receive the definite  
action their importance to the industry warranted.President Ray King on the 1st day appointed a nomi-  
nating committee consisting of Arthur Blanchard,  
Chairman, Wm. T. Bostwick, Harold Feuer and Charles  
Milbauer.E. W. Ford led a meeting in a discussion of merchan-  
dise warehousing. Mr. Ford read from the Wage &  
Hour Act and from Administrator Andrews' Interpre-



five Bulletins to demonstrate that merchandise warehousemen are subject to the Act. The recognition of this fact generally has caused many local collective labor agreements to provide for automatic adjustment to the maximum hours provided under the Act. Most warehousemen in the New York Area are considering closing on Saturdays, and upon checking with customers find few objections to such closing. W. E. Hegeman pointed out that warehousemen might have to stand ready to deliver goods now in the warehouse on Saturday, at least until a 30-day notice might expire, but that warehouse receipts on goods received in the future could provide for Saturday closing until the custom is established.

D. L. Tilly remarked that the waterfront warehousemen which have a different union than the inland group, have a contract coming up for negotiation soon, and that their attitude on Saturday closing will hinge largely on two factors—the number of banks which will close under the Quinn Bill, because of the negotiable paper involved, and whether the Customs authorities will permit Saturday closing.

Charles Milbaurer reported that to date 20 Bonded Warehouses had notified the Customs of intention of closing, and that if warehouses don't close, their costs will materially increase.

E. H. Kannon reported that Rochester had negotiated a union contract with necessary provision for adjustment to the Act, and explained further the provision in the Act under which union contracts can be made providing for more than the legal maximum work-week on an annual wage basis, with a maximum of hours to be worked in the annual period, at which time the employee must be replaced with another employee. Any such contract must be certified by the N.L.R.B.

Mr. Ford pointed out that a provision exists for the appointment of industry committees to establish minimum wages for any particular industry, but that the A.W.A. after studying the situation felt it best to leave the provision alone.

Mr. Ford next reported on the Foreign Trade Zone situation, pointing out that it is far from being just a local New York merchandise problem. Not only has the Zone stored to date several thousand lift-vans of household goods, but it has reached out and secured many accounts of domestic storage of all kinds, and today stores a tremendous quantity of goods, a considerable part of which would otherwise have gone to other cities for storage and distribution but for the cut-throat rate this public-subsidized operation offers. Mr. Ford pointed out that the Zone had been established ostensibly for processing and handling and trans-shipping of foreign goods, but that it had recently been voted a contribution of \$389,500 by New York City to enable it to apply for a P.W.A. grant of \$1,249,000 for the purpose of expanding its activities. Obviously, Mr. Ford reasoned, if the Zone can be made to appear successful, regardless of its effect upon tax-paying warehouses, then the Free-Zone idea will spread to other cities, to the further detriment of the Warehouse Industry. An attempt is being made to have the Foreign Trade Zone Act amended so as to prohibit acceptance of domestic merchandise, and to restrict such zones to the acceptance of only foreign goods, and it will be necessary to have every member of the state association use whatever influence he may have upon his representative in Congress whenever the proposed legislation comes up. This should be borne in mind, for it is highly important to the entire industry. The Warehousemen's Association of the Port of New York is also fighting the Zone in the Courts, alleging that the City exceeded its authority when making the contract with the operators of the Zone.

Mr. King next raised the matter of the practice of line-haul motor carriers granting 15 per cent reduction in rates to shippers sending them pool-cars for distribution. This practice is another blow at warehouse volume, and was discussed at some length, but no defi-

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ROSLYN	PORT WASHINGTON	WHEATLEY HILLS
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Fireproof Storage Warehouse

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HOUSEHOLD GOODS : STORAGE  
PACKING : SHIPPING

POOL CAR DISTRIBUTION

Agent for Allied Van Lines, Inc. Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.

1939

OUR 30th YEAR

## JAMAICA STORAGE WAREHOUSE COMPANY

170th ST. at L.I.R.R.

JAMAICA, N. Y.

# JAMAICA, L. I., N. Y.

At the WORLDS FAIR Gateway

## QUEENSBORO STORAGE

FIREPROOF WAREHOUSE—VAN SERVICE—PACKING  
Heavy Hauling Rigging & Hoisting

VAN WYCK BLVD. AT 94th AVE.

For World's Fair and all Long Island points use our Storage—Distribution & Hauling Facilities For Household Goods, Machinery, Exhibits, Cased Goods, Etc. Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

# KEW GARDENS, L. I., N. Y.

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## Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

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Moving, Packing Storing, Shipping



## O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture and Works of Art

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 Warehousing—Distribution—Manufacturing Facilities  
 Cold Storage—Fumigation  
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## NEW YORK, N. Y.

## FIREPROOF WAREHOUSES



**Day & Meyer**  
**Murray & Young Corp.**  
 PORTOVAULT  
 STEEL VAULT STORAGE  
 1166 SECOND AVE., NEW YORK



## NEW YORK, N. Y.

**DAYTON STORAGE CO., Inc.**

Fireproof Warehouses  
 Modern Equipment  
 Lift Van Service



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 Centrally Located  
 Consign Shipments  
 To Us  
 Prompt Remittances  
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GENERAL STORAGE WAREHOUSES  
 15-17-19 WORTH ST.  
 Merchandise Distribution  
 LOUIS MAURO  
 Bonded Truckmen and Forwarders Phone Walker 5-9252

## NEW YORK, N. Y.

## AN ASSOCIATED

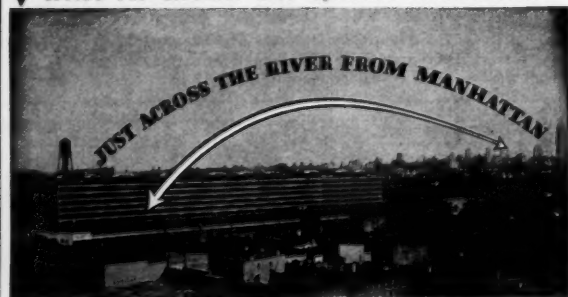
**LACKAWANNA**

TERMINAL WAREHOUSES, INC.  
 (Two blocks from Tunnel Plaza)  
 JERSEY CITY, N. J.

**SUPERIOR DISTRIBUTION SERVICE**

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed U. S. Custom Bond

Write for circular and specific information



WAREHOUSE

nite action taken or considered due to lack of representation of affected cities where the practice is more prevalent.

Mr. Ford reported that in connection with Ex parte 104, Part VI he understood that the chairman of the committee of railroad warehouses has recently stated that they hope soon to show the I.C.C. their costs in accordance with the recent Supreme Court ruling maintaining the I.C.C. jurisdiction over such warehouse operations.

The possibility and advisability of regulation of warehouse housing next followed, opinion being divided as to its advisability.

Upon re-assembling Saturday, Mr. King led the household goods discussion in the absence of Mr. Day. Chairman of the Household Division of the convention. The operation of the I.C.C. hours of service regulation was discussed to clear up any question of this nature.

Next Mr. Brodsky discussed the P.S.C. activities to date, and suggested a resolution to the P.S.C., outlining the requirements of household goods carriers and the position of the association in regard to any limitation by counties of operating rights of household goods carriers. However, as the secretary had some time previously made known these factors to the P.S.C. it was decided nothing further could be gained by any additional action at his time.

**Truck Antagonism**

Secretary Bailey called attention to the fact that there is a growing tendency on the part of the uninformed public to consider trucks as intruders on the highways, as evidenced by the recent attempt to legislate them off the highways on week-ends and holidays. He read from a confidential report of a public survey which revealed that 71 per cent of car owners were in favor of such legislation, and 76 per cent of non-car owners were in favor of it. Ascribing such sentiment largely to the result of persistent railroad propaganda. Mr. Bailey urged that members do whatever they can to offset this adverse feeling, both by education of employees, and by the dissemination of information regarding the true picture. He called attention to the series of advertisements currently being run by the Fruehauf Trailer Co. and suggested that members secure copies of them for distribution.

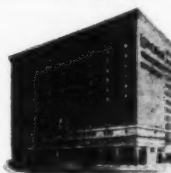
The next annual meeting was discussed, and it was tentatively decided to hold it earlier in June, and in the western part of the State if suitable accommodations can be secured.

The nominating committee report was next submitted by Mr. Blanchard, as follows: For president, Ray M. King; for vice-president, Elwood Ford; and for secretary-treasurer, D. W. Bailey. For Directors: W. E. Hegeman and D. L. Tilly, Warehousemen's Assoc. of Port of N. Y.; Stanley Kerr, A. C. Rice, Wm. H. Coleman, and Karl Schuman, Central New York Warehousemen's Club; W. E. Cramer, W. R. Wood, and Wm. T. Bostwick, New York Furniture Warehousemen's Assn.; Kneeland B. Wilkes, Elmer S. Dayer and Joseph W. Glenn, Buffalo Warehousemen's Assn.; Louis Schramm, Jr., and Ernest H. Milligan, Mover's & Warehouseman's Assn. of Gr. N. Y.; Wm. H. Evans, B. F. Kirschenbaum, and Andrew M. Kenlon, Jr., Certified Warehouses of Westchester County; Jack Kalmus and Harold T. Dwyer, Upper New York Warehousemen's Assn.; Arthur Blanchard and E. J. Costich, Rochester.

At the request of president King, Mr. Bostwick assumed the chair, and upon motion duly made, seconded and carried the nominations were declared closed. A resolution was passed directing the Secretary to cast one ballot for the slate of Officers and Directors. In compliance therewith Secretary Bailey cast such ballot, and the election of the slate was declared.

Capital over \$3,000,000  
**LINCOLN**  
WAREHOUSE CORPORATION  
SAFE DEPOSIT COMPANY

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STORAGE  
MOVING  
PACKING  
SHIPPING

Lift Van shipments to all parts of the world  
Pool Car Distributors

HOUSEHOLD FURNISHINGS  
WORKS OF ART, COLLECTIONS, LIBRARIES  
SILVERWARE  
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PIANOS  
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COLD STORAGE OF FURS, TAPESTRIES, LINENS, WOOLENS, DRAPERIES

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Serving Greater New York and All Points in Westchester County

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Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

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Outstanding as its dominance over New York's West Side midtown skyline, the STARRETT-LEHIGH BUILDING offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor area, 52,000 to 124,000 sq. feet. Smaller units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

INVESTIGATE—learn what satisfied, nationally-known occupants are doing at the

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**State Warehouse Co., Inc.**

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General Merchandise Storage and Distribution

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Fireproof Buildings—Low Insurance Rate—Immediately

Adjacent to New York Central R. R.—Penna. R. R.—

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Member N.Y.S.W.A.—P.N.Y.A.

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**OSWEGO NETHERLAND CO., INC.**

Fruits  
Vegetables  
Condensed Milk  
Almonds  
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Modern cooler facilities with ventilation and humidity control. Temperature range, 32-50. Storage-in-transit privileges on onions, condensed milk. Branch office and showroom space.

19-Car Private Sidings  
Free Switching  
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U. S. Warehouse Act Bonded  
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**George M. Clancy Carting Co., Inc.**

Storage Warehouse

55-55 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

**IDEALLY LOCATED**

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers

and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

**MIDTOWN WAREHOUSE, INC.**

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NEW YORK, N. Y.

**THE NATIONAL COLD STORAGE CO., INC.**

Operating Warehouses for Storage of Perishable Food Products

DISTRIBUTION FACILITIES—BONDED AND FREE

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NEW YORK, N. Y.

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Executive Offices—44 Whitehall St., New York, N. Y.

Free and Bonded Warehouses

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Offices: 160 Erie Blvd.

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**Daily Store-Door De-  
livery in the Rich Upstate New York Market**

Save time and money. Use our low-cost ware-  
housing and dis-  
tributing service.  
Daily, store-door  
delivery over large  
area.



Write for details.

Member: ACW, May W.A.

Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

## SYRACUSE, N. Y.

**DISTRIBUTION  
MOTOR FREIGHT LINES  
PRIVATE RAIL SIDINGS**

# KING

STORAGE WAREHOUSE, INC.  
SINCE 1897COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
SERVICESRepresented by  
DISTRIBUTION SERVICE, INC.Members:  
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## BROAD STREET WAREHOUSE, INC.

Complete Warehousing  
ServiceGeneral Merchandise — Cold Storage  
Heated StoragePrivate Siding and Motor Freight Terminal  
Daily Trucking Service to all  
Points in New York State

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Established 1910

## Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage  
in transit on Cotton—Specializing in Textiles,  
Alkalies, Denatured Alcohol. Warehouses on D. L. & W.  
and N. Y. C.—Private Sidings—Sprinklered through-  
out—Pool Car Distribution—Motor Service.

## WHITE PLAINS, N. Y.

## J. H. EVANS &amp; SONS, INC.

Office &amp; Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

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SHIPPER'S**

CHOOSE YOUR  
WAREHOUSES FROM THESE  
COLUMNS—THEN TELL THEM SO.  
THEY WILL APPRECIATE IT

## CHARLOTTE, N. C.

## AMERICAN STORAGE &amp; WAREHOUSE CO.

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

## Carolina Transfer &amp; Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

Bonded Fireproof Warehouse

## UNION STORAGE &amp; WAREHOUSE CO., Inc.

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 2½

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION

Member

NEW YORK

Represented by ALLIED DISTRIBUTION INC.

CHICAGO

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1317 NEWBERRY AVE. MON. 355

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## CAROLINA STORAGE &amp; DISTRIBUTING COMPANY

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

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## RALEIGH BONDED WAREHOUSE, Inc.

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

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FIREPROOF WAREHOUSE

## FARRAR TRANSFER &amp; STORAGE WAREHOUSE

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.



## FARGO, N. D.

## Union Storage &amp; Transfer Company

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods

Established 1906

Three warehouse units, total area 181,500 sq. ft.; of this 29,320 sq. ft.  
devoted to cold storage. Two buildings sprinkler equipped. Low in-  
surance costs. Spot stocks. Pool car Distribution. Complete warehouse  
services. Fargo serves North Dakota and Northwestern Minnesota.

Offices 806-10 Northern Pacific Ave.

AWA-NFWA-MNWWA-ACW

## GRAND FORKS, N. D.

AWA-NFWA-MNWWA

**COMPLETE  
BRANCH OFFICE  
FACILITIES**

## Kedney WAREHOUSE CO.

General Storage—Moving Household Goods  
Pool Car Distribution—Motor Freight  
Terminal

## Factories on the Move

(Concluded from page 25)

factory building, to be erected at Mayfield and East 120th St., Cleveland, for new factory branch, storage and distributing plant. Cost over \$65,000 with equipment.

The Milford Rivet & Machine Co., Milford, Conn., manufacturing tubular and split rivets, cold-headed products, rolled-thread machine screws and rivet-setting machines, will move to Elyria, Ohio, this month. The new industry, which will employ about 30 men, with an annual payroll of approximately \$40,000, will occupy the building formerly used by the Couch-Uthe Co., on Buckeye St.

## Modernistic Cold Storage Exhibit at Poultry Congress

An attractive exhibit that is both modernistic and colorful in design has been put on by the refrigerated warehousing industry at the 7th World's Poultry Congress, Cleveland, now in progress. W. M. O'Keefe, secretary of the Association of Refrigerated Warehouses, is in charge.

The chief feature of the display is a reproduction of a cold storage warehouse and super-imposed upon the warehouse is a heroic figure representing refrigeration. By means of recordings, the figure tells the story of the part played by the cold storage industry in the marketing and distribution of all perishable food products.

In front of the cold storage building are eight illuminated transparent walls showing the interior of cold storage rooms. On the left of the figure and the miniature cold storage building is a cut-out pictorial representation of farms, showing the origin of all products which go into cold storage.

On the right of the figure is a setting representing the metropolitan cities and homes in which the products are consumed. Both these cut-outs are hand-painted and illuminated.

While the association is sponsoring the exhibit, all of the refrigerated warehouses are participating in the display.

## Booth Fisheries Profit Declines

Booth Fisheries Corp. and subsidiaries reported net income of \$53,317 for the fiscal year ended April 29, 1939, equal to \$2.98 a share on 17,892.5 shares of \$6 cumulative second preferred stock. This compares with an all-time high net income of \$152,643 or 50 cents a share on class A common stock for the year ended April 30, 1938.

Sales and revenues for the recent fiscal year declined to \$8,887,692 from \$9,504,732 for the preceding period. Net operating profit was \$58,084 against \$164,931.

In discussing the company's prospects for the current fiscal year, R. P. Fletcher, Jr., president, said: "While the fortunes of your company for the remainder of its present fiscal year will be largely influenced by general business conditions and consumer purchasing power, the conditions that immediately affect the fisheries and refrigerated warehouse industries are better than at this time last year."

Mr. Fletcher declared that during the year the company had made "further progress" in the development of markets for its line of packaged quick-frozen fish and seafoods, and that in addition frozen fruits and vegetables were marketed under Booth brands. The company has instituted legal proceedings in regard to its patent rights in the frozen food industry, Mr. Fletcher said.

## AKRON, OHIO



## COTTER CITY VIEW STORAGE COMPANY

70 Cherry St., Akron, Ohio  
Merchandise Storage.  
Pool Car Distribution.  
Household Goods Storage.  
Low Insurance.

## CANTON, OHIO



## CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.

Merchandise, Household Goods, Cold Storage

U. S. Customs and Internal Revenue Bonded Warehouse No. 7  
Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

Member: A.C.W.—MAY.W.A.—A.W.A.—O.F.A.A.—O.W.A.

## CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED  
WAREHOUSE SPACE TO SERVE YOU

## SCHNEIDER STORAGE CO.

CANTON, OHIO

Merchandise and Household Goods Stored and Distributed

## CINCINNATI, OHIO



## The Cincinnati Transfer Co.

739 W. 6th Street

## WAREHOUSING

## POOL CARS TRUCKING

Let us reduce your distribution costs.

Member: Ohio Warehousemen's Assn.



## CINCINNATI, OHIO

Consolidated Trucking, Inc.  
Local and Long Distance Trucking  
—Storage

1035-55 Flint St.

(Flint, Cortland and Hecker Sts.)

Merchandise Storage  
Penn. R. R. SidingPool Cars  
Inter-City Truck Depot

## CLEVELAND, OHIO

"The Three R's" In Modern Warehousing  
RESPONSIBILITY  
REPUTATION

RELIABILITY — are found at

## THE GREELEY-GENERAL WAREHOUSE CO.

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

## CLEVELAND, OHIO

LEDERER  
TERMINALS

... HAVE SOMETHING IN STORE for you ...

THREE GREAT WAREHOUSE LOCATIONS

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## DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



## LINCOLN STORAGE

W. R. Thomas, Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

## CLEVELAND, OHIO

TEL. CHERRY 4170

NATIONAL TERMINALS CORPORATION  
1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front

Most Economical Warehouse and Distribution Services  
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH  
Cleveland's Largest Cold and General Merchandise Warehouse

## CLEVELAND, OHIO

## AT YOUR SERVICE



- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

## CLEVELAND, OHIO

AN ASSOCIATED  
WAREHOUSE

That Meets Your Needs  
With Every Convenience

Downtown location; Modern and fireproof; Low insurance rates; Sanitary storage rooms; Courteous service; U. S. Custom bonded; Private siding on N.Y.C. R.R.—Route stop-over cars via Big Four R.R.

"Make This Modern Plant Your Cleveland Branch"  
General Offices — 1300 W. Ninth St.

## CLEVELAND, OHIO

IN ALL ITS RAMIFICATIONS STORAGE  
OF  
MERCHANDISE AND ITS DISTRIBUTION

## RAILWAY WAREHOUSES, Inc.

IN  
CLEVELAND, OHIO

Surpass Competition in This District  
FOR

Facilities, Service and Security

Fireproof Sprinklered Warehouses Most Centrally  
Located and Free from All Traffic Hazards  
and Congestion

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHON. 9-0948 1529 NEWBERRY AVE. MOON 3538

Lederer Adds Lake Front Property  
in Big Expansion Move

The Lederer Terminal Warehouse Co., Cleveland has acquired the extensive docks and warehouses of the Cleveland & Buffalo Transit Co. at the foot of East 9 St., Cleveland, and will henceforth maintain a distribution center there with water, rail and truck facilities. The location is ideal, being adjacent to the immediate downtown district and situated on the lake front proper, thus enabling ships to dock without aid of tugs and without passing bridges of any kind.

The modern pier was built by the Cleveland & Buffalo Transit Co. and the Detroit & Cleveland Navigation Co. which occupied separate quarters. The former company discontinued operations this Spring and Lederer started negotiations for the property which was taken over July 1.

The pier is 700 ft. long and the new Lederer property includes a modern building which runs the entire length, offering some 75,000 sq. ft. of covered



dock space, as well as 35,000 sq. ft. of open dock space. The building also affords a spacious and well appointed passenger waiting room and extensive office space. Facilities are available for docking three vessels at one time—two in the slip and one at the north end of the pier.

According to announcement made by Herbert B. Lederer, president, and C. E. Dempsey, vice-president in charge of traffic, the Lederer Terminal Warehouse Co. will handle passenger cruise ships as well as freight boats and will maintain the passenger conveniences. It will be open to package freight boats of all kinds, both foreign and domestic, plying the Great Lakes.

The company is adding considerable new equipment to the already modern layout. Complete facilities will include some 300 heavy-duty trailers, 3 power tractors, fork and pallet lift trucks, 2 gantry-type cranes and 1 crawler crane.

The new Lederer property is the only lakefront property in Cleveland which has directly connecting rail facilities and is open to all freight and passenger service of the Great Lakes. Favorable switching facilities are offered through the New York Central Railroad.

The dock layout, says Mr. Lederer, will serve to round out the company's operations and act as a feeder for its inland houses. Besides the new property, the company maintains three warehouses in Cleveland, including the only public warehouse in the Northern Ohio Food Terminal, known as the East 37 St. Warehouse, and a humidity-controlled warehouse at Broad

(Concluded on page 75)



**COLUMBUS, OHIO**

**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

**Columbus Terminal Warehouse Company**  
55-85 Terminal Way Columbus, Ohio

Established in 1882

**COLUMBUS, OHIO**

Consign Your Household Goods Shipments to

**DAN EDWARDS at COLUMBUS**

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding

**EDWARDS TRANSFER AND STORAGE CO.**  
126 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

**COLUMBUS, OHIO**

CHAS. F. COHAGAN, PRES.  
LET US SERVE YOU AT COLUMBUS

COLUMBUS: — Ideally located for your stocks in Central West.  
THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.  
SERVICE: — For the most exacting. No amount too complicated.  
Let us serve you at Columbus.  
PRIVATE SIDING ON N. Y. CENT. RY.—14-car capacity.  
U. S. Customs Bonded



A D T System

**The Merchandise Warehouse Co.**  
370 W. Broad St. Columbus, Ohio  
MEMBER: A.W.A.—O.W.A.—A.C.W.

**SPRINGFIELD, OHIO**

MEMBER



**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

**TOLEDO, OHIO**

2 WAREHOUSES

**WILLIS DAY STORAGE CO.**

Merchandise and Household Goods Storage, Moving, Packing, Shipping Distribution of Pool Cars

Member of May WA—OFWA—TOL—CA

133 St. Clair St. Adams 7144

**TOLEDO, OHIO**

**GREAT LAKES TERMINAL WAREHOUSE CO.**

321-359 Morris Street—Toledo, Ohio

**GENERAL MERCHANDISE AND COLD STORAGE**

Complete Warehouse Facilities

Private Sidings

NYC and B&O RR's

A.D.T. Service

NEW YORK  
250 Park Ave.  
Plaza 3-1235

Represented by  
AMERICAN CHAIN  
OF WAREHOUSES

CHICAGO  
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Harrison 1496

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**The NEILSTON STORAGE CO.**

260 EAST NAGHTEN ST.

Modern fireproof warehouse for merchandise—Low insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

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J. W. PATTON L. D. PATTON

**THE PATTON WAREHOUSE**

96 MAPLE ST.

Located in the heart of the wholesale district. Modern fireproof building for merchandise storage. Pennsylvania Ry. Siding — Local Distribution — Pool Car Distribution

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Est. 1895

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Member: M.W.A.—O.F.W.A.—O.W.A.

**ATTENTION SHIPPERS**

Warehouse receipts can be used for financing. This is considered excellent collateral by banks and these assets are separately considered.

**TOLEDO, OHIO**

**Merchants and Manufacturers Warehouse Co.**

15-29 So. Ontario St.

Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—Private siding—Free Switching—Merchandise Storage—Pool Car Distribution—Negotiable receipts—Transit Storage Privileges—Low Insurance Rates—City delivery system.

**TOLEDO, OHIO**

**NATIONAL TERMINALS CORPORATION**

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.

Two Private Docks Capable of Serving Any Size Boat on the Lake—Both Inland and Dock-Side Warehouses.

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"QUICK SHIPPERS"

**TOLEDO TERMINAL WAREHOUSE, INC.**

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Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association  
Ohio Warehousemen's Association  
Toledo Chamber of Commerce

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 6-0948 1515 NEWBERRY AVE. MON. 3331

## MUSKOGEE, OKLA.

**MUSKOGEE TRANSFER & STORAGE CO.**  
 Merchandise and Furniture Storage  
 Pool Car Distribution

*The only Fireproof Storage Warehouse in Muskogee*

 Private Siding  
 Member N.F.W.A.

 Free Switching  
 Agent Allied Van Lines

## OKLAHOMA CITY, OKLA.


**Commercial Warehouse Co.**  
 BONDED

 Exclusive Merchandise Storage  
 Pool Car Distributors

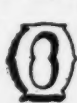
Free Switching 14c. Insurance rate



## OKLAHOMA CITY, OKLA.

1889-1939

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 HOUSEHOLD  
 GOODS  
 MERCHANDISE

 MEMBERS  
 DIST. SERVICE,  
 NFWA, AWA

GENERAL WAREHOUSING AND DISTRIBUTION

## OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

**Oklahoma Bonded Warehouse Company**

853 N. W. 2nd St.

Oklahoma City, Okla.

Merchandise Warehousing

Pool Car Distribution

 Free Switching  
 Private Truckage  
 P. O. Box 1222

NEW YORK

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SEATTLE

PORTLAND

SAN FRANCISCO

LOS ANGELES

SAN DIEGO

LONG BEACH

## OKLAHOMA CITY, OKLA.


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 MERCHANDISE STORAGE—COOLER ROOMS  
 POOL CAR DISTRIBUTION

 Brick and Concrete Construction Building, Strictly Fireproof—  
 Automatic Sprinkler System, Insurance Rate 11.4c. Santa Fe  
 Siding Conveniently located in Downtown Industrial and Retail  
 districts.

## OKLAHOMA CITY, OKLA.


 Fireproof Warehouse for Mer-  
 chandise and Household Goods  
 Automatic Sprinkler System  
 Office and Warehouse  
 303-315 East Grand Avenue

 We Solicit Your Accounts for  
 Transfer and Storage  
 Members of American  
 and National Warehousemen's  
 Association

## OKLAHOMA CITY, OKLA.


**OKLAHOMA CITY'S FINEST WAREHOUSES**
**RELIABLE VAN & WAREHOUSE CO.**

HOUSEHOLD GOODS STORAGE

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**  
 Moving — Packing — Storage

 Mixed Cars a Specialty. Large docks for sorting. We solicit  
 your shipments to our city and assure you we will reciprocate  
 and guarantee prompt remittance. Located on Railroad.  
 Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

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**Colonial Warehouse and Transfer Co.**

 Operating Public and Custom Bonded Warehouses  
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 Merchandise, Storage and Distribution  
 Private Siding Free Switching Sprinklered  
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**HOLMAN TRANSFER COMPANY**  
 STORAGE DISTRIBUTION

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

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**LET LYON GUARD YOUR GOODS**

 Carload  
 Distributors

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 2020 Dexter Ave.,  
 Dean McKean, Mgr.

 PORTLAND, Ore.  
 1301 N. W. Kearney St.,  
 Walter Holligan, Mgr.

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.

**MERCHANDISE, STORAGE & WAREHOUSING**
**Northwestern Transfer Co.**

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

Estab. 1858

## PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established 1868

1238 Northwest Glisan Street

Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

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**MERCHANDISE WAREHOUSING AND TRANSPORTATION**

 Pool Cars and L. C. L. Distribution to the Pacific Northwest and  
 Inland Empire with Free Pick Up and Delivery Service to All Main  
 Points. Route your shipments Via Water or Rail to us.

**PIHL TRANSFER & STORAGE CO.**

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

## PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH
**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

 Complete Facilities for Storage and Distribution  
 of All Commodities

Agents: Universal Transcontinental Freight Service

 ATTENTION  
 SHIPPERS

 Sometimes storage space is scarce  
 at the plant, and stocks can be scat-  
 tered at strategic spots throughout  
 the country. Often this is cheaper than  
 building or using valuable factory space.

## Lederer Adds Lake Property

(Concluded from page 72)

way and East 9 St., both handling grocery products exclusively; also a general warehouse at 1530 Riverbed Ave. The company also operates the only public warehouse in the Niagara Frontier Food Terminal area in Buffalo. This is a humidity-controlled house handling grocery products exclusively.

It is expected that the new lakefront terminal will have considerable effect on the company's business in Cleveland. The organization is contemplating moving its main offices from the present site at 1531 West 25 St. to the East 9 St. Pier. The consummation of the new deal now gives the city of Cleveland an open lakefront pier which was formerly restricted to C & B line traffic.

## Phila. Trade Groups Fight Freight Change

The joint executive transportation committee of the Philadelphia Commercial Organization has filed a brief with the Interstate Commerce Commission opposing efforts of barge canal operators to "upset" the low freight rates for grain on rail lines. The action of the Philadelphia group was represented by Samuel H. Williams, of the Chamber of Commerce, and John H. Frazier, of the Commercial Exchange. The idea is to protect Philadelphia's grain export business which, the trade groups claim, is threatened by the rate change effort.

The important issue involved in the proceeding, it was explained, is whether ex-lake grain of American and Canadian origin will be permitted and encouraged in the future to move in reasonable volume by American transportation routes by way of North Atlantic ports.

## Second Miller Warehouse Fire; Incendiarism Suspected

In less than a month after the Miller North Broad Storage Co.'s warehouse above Lehigh Avenue, Philadelphia was swept by flames said to have caused \$500,000 damage to patrons' goods and the building, another fire, this time in the Miller 7-story warehouse, 780 South 52nd St., broke out late on the night of July 16, blazing until 3 A. M., through about one-fourth the area of the fourth floor and doing estimated damage of about \$50,000 to stored goods and building.

It is believed the flames started in packing crates and a filled lift van on the loading platform in the rear, outside the structure, becoming sucked inside the building through a window left open on the fourth floor in order to provide ventilation after the application—ironically enough—of fireproofing material. Like the more destructive fire, the origin of the blaze at the West Philadelphia warehouse of the company is still a mystery. Close to 5,000 persons watched the fire, at which some 30 firemen were overcome, or injured. Smudge from chemicals made the fire-fighting more than ordinarily difficult.

At a public hearing demanded by City Fire Marshal Jacob Clinton, and held in City Hall Annex, later that morning, the following significant points were developed: Buell G. Miller, president of the storage company, under questioning, stated, in effect, that he now suspected incendiarism in both fires, in each case the flames inside the building apparently having started immediately above the fur storage vaults and just after a watchman had left the spot on making his rounds; and announcement by the Fire Marshal that he was notifying the police to keep watch at the company's third storage warehouse, 5301 Germantown Ave., under the possibility an incendiary has been plotting against the concern.

Apart from the official hearing, the suggestion has been made that legislation should make it mandatory

## BETHLEHEM, PA.

500,000 CU. FT. COLD STORAGE  
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE



ALLENTOWN BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

LEHIGH TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company  
15th Avenue, North of Broad Street, Bethlehem, Pa.

## HARRISBURG, PA.

**Pool Cars**  
Efficiently Handled Merchandise and Household Goods Storage



HARRISBURG STORAGE CO., Harrisburg, Pa.  
F. R. R. Siding Agent for Aero Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

## HARRISBURG, PA.

**KEYSTONE WAREHOUSE**  
GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

## HAZLETON, PA.

## KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING  
Storage in Transit Pool Car Distribution  
Packing — Shipping — Hauling  
Fireproof Furniture Storage  
Est. 1915 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

## LANCASTER, PA.

**Keystone Express & Storage Co.**  
STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods  
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## LANCASTER, PA.

## LANCASTER STORAGE CO.

LANCASTER, PA.  
Merchandise Storage, Household Goods, Transferring, Forwarding  
Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving  
Members May. W.A.—P.F.W.A.

For the convenience of shippers, this section is arranged geographically



## PHILADELPHIA, PA.

Member of PWA—PhilaWa

**COMMERCIAL WAREHOUSING CO.**

Meadow &amp; Wolf Streets

Thoroughly Modern Facilities—Customs Bonded

Complete Warehousing Service for Storage  
& Distribution of General Merchandise.

Distribution of Merchandise &amp; Household Goods Pool Cars

## PHILADELPHIA, PA.

Est. over 50 years.

**FENTON STORAGE CO.**

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

## PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. &amp; T., P. F. W. A.

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**GALLAGHER'S WAREHOUSES**

Executive Offices—708 So. Delaware Ave.

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Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for  
city and suburban deliveries

## PHILADELPHIA, PA.

**22 Modern Warehouses****CENTRALLY LOCATED** in all leading business sections... close to piers... direct connections with all R.R.'s... and our own fleet of 22 modern transports.**OVER 1,000,000 Sq. Ft.** of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.**SHIPPING** to and from all eastern markets and world ports.**WRITE** for particulars regarding many valuable services offered.**PENNSYLVANIA WAREHOUSING  
& SAFE DEPOSIT CO.**

General Offices, Cor. 4th &amp; Chestnut Sts., Philadelphia

WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses  
American Warehousemen's Association (Merchandise  
Division)  
Pennsylvania Warehousemen's AssociationNEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954  
J. W. Terrelorte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

## PHILADELPHIA, PA.

**2,100,000 Square Feet****MERCHANTS WAREHOUSE CO.**

10 Chestnut St.

Phone: LOM. 3070

11 modern buildings in leading business sections. Served by  
all R.R.'s. Loading and unloading under cover. Storage-in-  
transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

## PHILADELPHIA, PA.

BUELL G. MILLER, President

**MILLER**

North Broad Storage Co.

BROAD &amp; LEHIGH &amp; BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

for storage companies to insure merchandise stored in their warehouses. That is because the owners of the goods must now insure them if they wish to be protected against fire loss, unless they make a special arrangement with the storage company to insure them. The Miller building was said to be fully insured. Damage at this fire, aside from the loading platform and fourth floor, was caused by water seepage.

Whereas it was stated, following the first Miller fire that a number of fire doors had been left open, while others did not close automatically when overheated, as they should have done, in this second fire, firemen found all doors closed. The flames, it was brought out, were discovered by a man in the street, who told Watchman William Little of seeing flames on the loading platform in the rear of the building.

**Pennsylvania Rate Formula  
for Rails and Trucks**

A rate formula designed to eliminate so-called cut-throat competition and stabilize the transportation industry in Pennsylvania is being prepared by railroads and truck companies in the state. According to R. J. Beamish, of the Pennsylvania Public Utility Commission, he and Chairman Eastman, of the I.C.C., are closely watching the experiment, which Beamish called "the most forward step ever taken on behalf of the transportation industry."

The plan is described in brief as an attempt to rationalize and harmonize the rates charged by the rails and freight hauling truck companies on an intrastate basis and to do away with "senseless, suicidal competition."

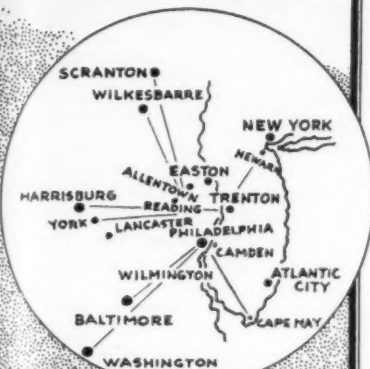
**Rochester (N. Y.) Carting Co.  
Elects New Officers**

The Rochester Carting Co., Rochester, N. Y., it is announced, has elected George F. R. Eckhardt, president, and Charles E. Farnung, vice-president and a member of the board of directors.

Mr. Eckhardt, affiliated with the company for 30 yrs., has been vice-president and general manager the last 18 yrs. Mr. Farnung has been connected with transportation in Rochester for the past 20 yrs. He resigned as manager of the Universal Carloading & Distributing Co., in which capacity he had served 5 yrs., to accept the position with the Rochester Co. Charles Weiss, Jr., who served as president, assumes the duties of treasurer. Rudolph G. Weiss is secretary.

The company operates two large warehouses—at 1 Mt. Hope Ave. and 2 No. Washington St., for packing and storing household goods and general merchandise. In the last year it inaugurated the R. C. Motor Freight Terminal, servicing suburban and long-haul truck operations.

# Key Center of the Big Eastern Market



## MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

**13** large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

*Special accommodations for household goods shipments.*

WRITE FOR PARTICULARS

## TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount  
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at  
Strategic Distribution Centers

## A Commissioner of Transportation

(Continued from page 22)

voluntary action. Today, the baseball industry is a profitable one. In principle, the same type of a cure should be tried in the transportation industry.

I do not know the extent of highway subsidy, but, if it exists, then let the railroads take advantage of it. The same thing is true as to interrelated ownership between railroads and waterlines.

A "Commissioner of Transportation" might very properly determine that some restrictive laws should be eliminated from the statute in order to bring about legalized integration of all forms of transport into a limited number of reasonably competitive systems wherein the dollar paid for service is allocated to maintain facilities according to efficiency, whether it be rail, truck, water or airline. Such will never be brought about except upon the initiative of the industry itself; it will never come in time to save Private Enterprise if we depend upon the protracted and cumbersome methods of Government agencies. What is now proposed in the form of Federal legislation can be carried into effect voluntarily by developing a national leadership within the industry which will act fairly and justly in the public interest.

In leaving with you this suggested first step—the appointment of a "Commissioner of Transportation," and thus avoiding the necessity for the Government to perform a service which obviously belongs to the industry itself, I wish to conclude by saying a word in behalf of the Interstate Commerce Commission which has suffered much ill-conceived criticism during the past few years.

The record of that Government body cannot fairly be measured by its opinions during a period of extreme de-

pression. No judgment is infallible when confronted with such rapid and acute changes in economic cycles. But, its record from 1887 to date discloses that the Interstate Commerce Commission has administered the instructions of Congress with reasonable fairness and firmness as between the public and its carriers. Perhaps it has made mistakes; perhaps it has exceeded its authority. No doubt, one can find room for criticism; but, on the whole, the Commission has been an outstanding example of efficient administration. It would be best to reorganize the Commission where necessary in order that it may cope with our modern problem, but to divide the regulation of transportation among several or many Governmental agencies is not sound administration procedure. Such regulation as may be necessary in the public interest should apply in equal measure to all forms of transport through a single Federal body.

## Penna. Chain Store Tax Held Unconstitutional

Pennsylvania's graduated chain store tax has been declared unconstitutional by the State Supreme Court, which held that the measure conflicts with the uniformity clause of the Pennsylvania Constitution requiring that taxes shall be uniform upon the same class of subjects; whereas the chain store tax measure would have imposed taxes of varying amounts, ranging from \$1 for one store, to \$500 for each unit in a chain of more than 500 outlets. The measure was regarded as more punitive than productive.

The High Court's opinion was unanimous. Claude T. Reno, State Attorney General, said he is undecided about appealing to the United States Supreme Court. Previously, the Dauphin County Court had declared the

*For the convenience of shippers, this section is arranged geographically*

## PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.  
Merchandise Storage & Distribution

Members A. W. A.

## PITTSBURGH, PA.

Established 1911

**EXHIBITORS' SERVICE COMPANY**

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—  
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—84  
Company Owned Vehicles—Steel and Concrete Terminal  
Cooling Room Space for Perishables.

## PITTSBURGH, PA.

**Ed Werner Transfer and Storage**  
1917-19 Brownsville Road Pittsburgh, Pa.

Household Goods Storage

Consign shipments via PRR—Lake Erie RR—B & O RR  
Long Distance Moving

Agents for Allied Van Lines, Inc.  
Member of N.F.W.A.

## PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

**WHITE TERMINAL CO.**

16th-17th and PIKE STS.

IN THE HEART  
OF THE  
PITTSBURGH  
JOBGING  
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

## SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE      POOL CARS  
MERCHANDISE STORAGE      PACKING  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

## SCRANTON, PA.

**The Quackenbush Warehouse Co.**

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings  
Member of Allied Distribution, Inc.



## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

## WILKES-BARRE, PA.

**WILKES-BARRE STORAGE CO.**

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

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## WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET  
P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION  
HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

Act, which was adopted in 1937, unconstitutional for the same reason as that now given by the Pennsylvania Supreme Court.

**Milbauer Reports No Promise of Warehouse Increases**

In his report as chairman of the warehouse and storage committee of the Atlantic States Shippers Advisory Board, Charles Milbauer states:

"Present indications do not promise any great expansion in the warehouse industry. Local metropolitan area warehousemen reported in June a diminishing storage of all commodities due to the condition of business, particularly food for consumption. The storage of food commodities in raw material form, due to market conditions and lack of consumption in the first two quarters of 1939, does not warrant importers and brokers carrying any surplus stocks in the third quarter of this year.

"Territory outside the metropolitan area has shown about 10 per cent more occupiable floor space used than within that area. This may be due to strife with labor. The renewal of contracts has been completed with the Cold Storage and Inland Warehouses. Negotiations with labor for the Waterfront Warehouses are just beginning. With settlement just concluded in the Inland and Cold Storage Warehouses, rates for the next two years have been established. With the signing of these new contracts the practical operation of the 40-hr. week is more or less making its appearance in all public merchandise warehouses.

"Changing conditions between some European powers and Japan may, quicker than we expect, compel importers and jobbers of raw materials to buy greater quantities of goods, and that would materially help the warehouse business. Business since the first of May particularly has been very slow in the entire industry."



## A.T.C. Convention

### Traffic Institute and Educational Work Outstanding Discussion Points

THE semi-annual convention of the Associated Traffic Clubs of America, held at the Palace Hotel, San Francisco, June 26 to 28, paid particular attention in its discussions to the following:

- 1—The establishment of a National Institute of Traffic Management.
- 2—Varied educational work being carried on by many of the traffic club members.

President W. F. Schulten explained in regard to the Institute that though no plan had been adopted by the group to date, ideas on the subject are, however, in process of development.

In making the report for the committee which had made a study of the Institute project, Chairman C. R. Musgrave of Bartlesville, Okla., stated that the committee had found considerable interest in the forming of such an organization of traffic managers for the elevation of the profession on a level with other professional groups. He also reported that his committee was cooperating with the National Industrial Traffic League which has also appointed a committee to investigate the subject. T. C. Burwell, of Decatur, Ill., is serving on both these committees. It is expected that a full report will be made on the Institute plan at the fall meeting of the N.I.T.L.

The chairman of the Committee on Education and Research, G. Lloyd Wilson, of the University of Pennsylvania, made a full detailed report on the Institute plan. He stated that the reasons for organizing a National Institute of Traffic Management appear to be good and sufficient, recognizing, however, that his ideas did not officially represent those of the A.T.C.

Dr. Wilson stated, in making his report, that he did not feel that there should in any way be any opposition to any Federal, State or other organizations which may be, now, or later set up for this purpose. The governing body of such an Institute must be so set up and selected as to represent a true cross-section of the opinion of all groups, rather than a high and mighty dignified group who could anoint their chosen few, should they so desire. Another danger that must be avoided is that of getting into the hands of some group that might use the Institute for selfish purposes. The general form of a National Institute of Traffic Management recommended would be for following reasons and along the following lines:

First, it may be readily seen that the tendency of the times is to professionalize all recognized occupations or professions, such as engineering, accounting, sales management, purchasing, etc.

Second, Traffic Management, over a period of years, has come into the professional phase. It carries recognized high standards, is a reasonably well paid profession, in a sense that the work is really a public service, and therefore transportation does qualify.

Based on the standards set up in foreign countries, and the fact that the transportation field is now becoming highly professionalized, Dr. Wilson thought that the Associated Traffic Clubs of America should sponsor this idea along the following lines, viz:

- (1)—Organization.
- (2)—Educational standards, recognizing the subdivisions of that field.
- (3)—Conduct an impartial study of technique.
- (4)—Training for the work.
- (5)—Where qualified, granting of proper recognition as a "Certified Traffic Manager" or whatever definition of that profession that is adopted.

### PROVIDENCE, R. I.

#### CADY MOVING & STORAGE CO.

##### FIREPROOF WAREHOUSE

Storage, Moving, Shipping  
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.  
Agent for Allied Van Lines, Inc.



### PROVIDENCE, R. I.

#### Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

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#### Charleston Warehouse and Forwarding Corp.

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

### COLUMBIA, S. C.

Carolina  
Bonded  
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**BONDED**  
**COMPLETE STORAGE FACILITIES**  
for MERCHANDISE &  
HOUSEHOLD GOODS.

Pool Cars Handled. Household Goods Transferred. Long Distance Trucking.

Member of A.W. Inc.—MayWA 700 Block College

MEMBER



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"The Heart of the Piedmont"

#### TEXTILE WAREHOUSE CO.

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GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

Est. 1923



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#### FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 13c. per \$100.00 Household goods shipments solicited. Prompt remittances made.

Pool Cars distributed. MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

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S. S. DENT, Pres.

#### General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records, Personal Service"

Located in the center of the Jobbing & Wholesale District

Sprinklered Low Insurance

Private R. R. siding Perfect service



### MEMPHIS, TENN.

W. H. DEARING, General Manager

#### John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum

Distribution a Specialty

Merchandise storage, dependable service, free switching, Local cartage delivery, Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

For the convenience of shippers, this section is arranged geographically

# TENNESSEE

# SHIPPERS' SERVICE SECTION

D and W, August, 1939

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H. K. HOUSTON, Pres. B. T. GRILLS, Gen. Mgr.

## UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1 Warehouse No. 2  
137 E. Calhoun Ave. 138-40 St. Paul Ave.  
Memphis, Tennessee

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space.  
In the heart of the wholesale district and convenient to Rail, Truck and express  
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reciprocal switch-  
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

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## BOND, CHADWELL CO.

MERCHANDISE  
WAREHOUSE.  
RAIL, TRUCK  
AND RIVER  
TERMINAL.



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## Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION  
Fire Proof Warehouse Space—Centrally Located

## NASHVILLE, TENN.

ESTABLISHED 1886

## The PRICE-BASS CO.

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MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and  
Pool Car Distribution—Private Siding



## AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



## Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise  
BONDED WAREHOUSES  
Amarillo and Lubbock, Texas  
Contract operators for all rail lines and Uni-  
versal Carloading and Distributing Company.  
Member Mayflower W. A.—Amarillo Warehouse-  
men's Association—American Chain of Warehouses



## BEAUMONT, TEXAS

## TEXAS STORAGE COMPANY

656 Neches St. Beaumont, Texas



Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
Transfer Household Goods  
Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

## CORPUS CHRISTI, TEXAS

J. R. McCRAY, Pres.

## McCRAY TRANSFER & STORAGE CO.

1219-1223 GAVILAN STREET

MDSE. & HOUSEHOLD GOODS DISTRIBUTION  
BONDED WAREHOUSE - - - 32,000 sq. ft.  
Nation-Wide Movers Under Our Own Permits  
We Practice Reciprocity

## DALLAS, TEXAS

## In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our  
private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas,  
Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years  
Fireproof Storage Co.  
Dallas  
Associated with Distribution Service, Inc.



Dr. Wilson would recommend that a grade be estab-  
lished for those who have proved their qualifications  
in the traffic field over a period of years. It is recog-  
nized that if everyone who thinks he is a traffic man-  
ager should be granted a certificate of full member-  
ship, then the organization itself would soon be ob-  
scured. But, on the other hand, if everyone desiring  
such a certificate is required to undergo a detailed  
examination it is certain that many who have devoted  
their lives to traffic management would not take the  
examinations so Dr. Wilson suggested that ways and  
means be found to admit such people, presumably by  
a majority vote of a governing board.

It was also suggested that other applicants for full  
membership should be at least 30 yrs. old, have at least  
10 yrs' successful traffic experience, with a requisite of  
at least 4 yrs. high school training, and to pass a  
rigid and thorough traffic examination.

There are some who are qualified only in special  
fields, such as railroad, steamship or certain special  
industrial fields, who will require special consideration.

A third group of associate members was suggested  
with requirements to include age of at least 25 yrs.  
with at least 5 yrs' successful traffic experience, mini-  
mum of 4 yrs. high school, along with some general  
additional requirements, and less difficult examinations  
than required for full membership.

A fourth group, or student membership would have  
an age limit of at least 18, 4 yrs. of high school train-  
ing, some additional general requirements and brief  
examinations.

A governing board would be set up with a president,  
vice-president and secretary, with one member for  
each of the freight classification territories in the  
U. S. A., with a board of examiners within each ter-  
ritory which would conduct examinations at stated in-  
tervals and pass upon the eligibility of applicants. It  
would be understood that members of any one group  
could at any time make application for and take ex-  
aminations for the next higher group.

The idea has its difficulties which must be ironed out  
and it is conceded that in its present formative stage  
it is not foolproof. It was recommended by Dr. Wilson  
that the Associated Traffic Clubs proceed slowly and  
in cooperation with the National Industrial Traffic  
League, and other representative organizations. It must  
also be understood that this is not a bar membership  
matter, such as those who hold a certificate of authority  
to practice before the I.C.C.

At the present time Great Britain has two traffic  
organizations, one composed of carriers, and the other  
industrial traffic managers.

"We should try to have one interest for the entire  
profession," continued Dr. Wilson. "It should be self-  
liquidating, to be paid out of the examination and  
registration fees. It would not be an easy examination,  
but one as a result of study over a period of years.  
I wish very much to see this developed slowly but  
surely in this country."

Dr. Wilson was asked whether the Institute plan  
contemplated operation by the Authority of the Law.  
His answer was as follows:

"There are two types of organizations in existence,  
those authorized by law, like C.P.A., and others, handle  
by Federal or State authority. On the other hand there  
are the so-called 'Chartered Societies,' who conduct  
examinations and grant certificates. The two ideas are  
not incompatible."

President Hughes of the Oakland Traffic Club, stated  
"The California State Council of Traffic Management  
came into being on April 15, 1939, as a voluntary  
unincorporated non-profit organization, a common meet-  
ing ground for the purpose of legislative authoriza-  
tion of a State Board of Traffic Management to form

DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof Construction—Office, Display, Manufacturers, and Warehouse Space

Operators of Lone Star Package Car Company (Dallas Division). Daily service via rail from St. Louis and C.F.A. territory to all Texas points. Semi-weekly service via Morgan Steamship Line from New York and Seaboard territory to all Texas points. H & N T Motor Freight Line, serving South, Central North Texas and Oklahoma.

MEMBERS: Southwest Warehouse & Transfermen's Assn. Rocky Club



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**SPECIALIZING**

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION

SERVING THE GREAT SOUTHWEST AREA

EVERY ACCOUNT IS PERSONALLY SUPERVISED BY THE MANAGEMENT

**KOON-McNATT STORAGE & TRANSFER CO.**

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers





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**Interstate-Trinity Warehouse Company**

a merger of  
INTERSTATE FIREPROOF STORAGE & TRANSFER COMPANY  
and  
DALLAS-TRINITY WAREHOUSE COMPANY

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Merchandise Storage and Distribution  
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Long Distance Hauling  
Associate Managers  
W. I. Ford N. E. Abernathy

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COLD STORAGE—MERCHANDISE STORAGE  
YARD STORAGE—RENTALS

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Houston Street at McKinney Avenue. 1917 North Houston Street.  
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

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**Merchants Cold Storage of Dallas**

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470,000 Cu. Ft. Cold Storage Space  
Pool Car Distribution

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Hawkins Street and Pacific Avenue



The Southwest's Warehouse of Service

**MERCHANDISE STORAGE**

POOL CAR DISTRIBUTION, AIR-CONDITIONED OFFICE SPACE

**Texas and Pacific Terminal Warehouse Co.**

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(See Companion Service Under Ft. Worth Listing)

EL PASO, TEXAS

"Bankers of Merchandise"  
"Service With Security"


**International Warehouse Co., Inc.**

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Lowest Content Insurance Rate

Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded. Private Trackage—T. & P. and So. Pac. Rys. Pool Car Distribution—Motor Truck Service. Incorporated in 1920

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In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

For 60 Years **BINYON-O'KEEFE** Fireproof Storage Co. Fort Worth For 60 Years

Associated with Distribution Service, Inc.

late rules and regulations, to conduct examinations of applicants and to issue certificates to such persons as are duly qualified.

"We believe there is a great field for improvement of service to industry in traffic management, for in certain instances some firms have put considerable money into a traffic department with but few results. Some firms look upon the traffic department as an executive department, while others consider it just a part of the shipping department, depending upon the ability of the person in charge.

"The Association of Practitioners before the I.C.C., since the organization of the Maritime Commission was created, now has the Aeronautical Commission. The practitioners may be set up under the several sections, one before each Commission.

"We members in the Los Angeles organization hope that we will have enough facts for a bill to be presented to the next session of the California State legislature. With the help of the various traffic associations and the practitioners, we will be able to form an association that will be a real institution and not just a gesture or mere organization."

F. A. Doebber, secretary of the A.T.C., stated:

"Through Dr. Wilson this subject was introduced some 9 yrs. ago, and the matter has been carried in abeyance since that time. I subscribe to what Dr. Wilson has to say. A Traffic Institute of Indiana has been born, but not for the purpose of setting up a conflict in any manner with the formation of a national institution, but with a view of such later formation of the national organization. We thought so well of the national institution that we underwrote a plan in Indiana with the ultimate thought that if Indiana could some day make a contribution of a national institution, it would by some experience, perhaps, be able to do something effective in the furtherance of the

For the convenience of shippers, this section is arranged geographically



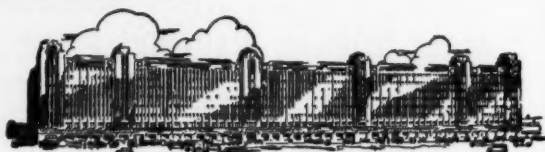
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*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
**POOL CAR DISTRIBUTION, OFFICE DISPLAY**  
**AND WAREHOUSE SPACE**  
**Texas and Pacific**  
**Terminal Warehouse Co.**  
*(See Companion Service Under Dallas Listing)*

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**  
 Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
 Merchandise storage—pool car distribution, daily motor freight lines.  
 Furniture vans—equipment for heavy hauling.  
*Service Covers the Lower Rio Grande Valley*

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**WAREHOUSES, INC.**  
 Merchandise Storage — Pool Car Distribution  
 Centrally Located — Lowest Insurance Rate  
 Private Siding Southern Pacific Ry. Co.  
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**CONTI AND WALNUT STS.**  
**MERCHANDISE AND HOUSEHOLD GOODS**  
**STORAGE AND POOL CAR SERVICE**  
**OFFICE AND DISPLAY SPACE**  
**O. J. UMBERFIELD,**  
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**Better Warehousing in HOUSTON**  
 We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.  
**HOUSTON CENTRAL WAREHOUSE CO.**  
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**General Storage Cold Storage U. S. Customs Bonded**  
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**Office Space Display Space Parking Space**  
**Lowest Insurance Rate**  
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## HOUSTON, TEXAS

**PATRICK TRANSFER & STORAGE CO.**  
**Merchandise and Household Goods Storage**  
**Pool Car Distribution**  
 Shipside and Uptown Warehouses  
 Operators—Houston Division  
 Lone Star Package Car Co.  
 1302 Nance St. Agents for Allied Van Lines, Inc. Members N.F.W.A. State and Local

## HOUSTON, TEXAS

**T. P. C. Storage & Transfer Company, Inc.**  
**Commercial Storage**  
**OFFICE SPACE PARKING SPACE**  
**MANUFACTURERS AGENTS**  
**POOL CAR DISTRIBUTION**

## HOUSTON, TEXAS

**W. E. FAIN, Owner and Manager**  
 Established 1901  
**TEXAS WAREHOUSE COMPANY**  
 Thirty-eight Years  
 Under Same Continuous Management  
**MERCHANDISE EXCLUSIVELY**  
 Pool Car Distribution Sprinklered Throughout  
 A.D.T. Supervised Service

general plan. I mention this that other states may take like action."

Mr. Doebber was asked whether the Traffic Institute of Indiana is limited to the industrial field, or is it open to representatives of carriers as well?

"The one in Indiana is restricted to membership of those associated with industry only, but there is thought that it may be broadened to the transportation field," stated Doebber.

L. P. Siddons, T.M., Holly Sugar Corp., Colorado Springs, stated:

"The sore spot I want to mention is the conflict with the legal profession, in practicing before regulatory bodies. I think the program reduces itself to being strictly educational. The object, as I see it, is to better fit yourself to the job you hold, and not the thought of getting some superior course in procedure so you can run before some regulatory body to cross-examine someone every time you have some slight grievance. I think we must get state regulation. I also think this association is the proper one to get this before the public in the proper manner, and to get the states to pass proper legislation, to formulate rules and regulations for a National Institute of Traffic Management the same as is now in effect for a certified public accountant. But we must start, and I think this is the proper place to start."

A majority of some sixty-one traffic clubs represented at the meeting publish a newspaper or magazine of some kind, some mimeographed and some printed. Exchange between all clubs was urged.

With the exception of a few traffic clubs whose programs were strictly social, practically all are sponsoring some kind of an educational program, which in some instances is given directly under club supervision on certain days each week. Others utilize night classes at high schools for adults; others are given through

HOUSTON, TEXAS

**UNIVERSAL TERMINAL WAREHOUSE CO.**

Merchandise Storage — Pool Car Distribution

— U. S. Customs Bonded —  
— Office Space —

New York Representatives: **DISTRIBUTION SERVICE, INC.**  
100 Broad Street  
Chicago Representatives: **DISTRIBUTION SERVICE, INC.**  
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

**WESTHEIMER**

**Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—  
Lift Van Service—20 car lengths of truckage.

Agents for Allied Van Lines, Inc.

Members N. F. W. A.  
State and Local Assn.

college and university courses inaugurated in recent years. Distinguished and meritorious awards for traffic education were made by the committee, the three first prizes being:

(1)—to Jas. B. Taylor, of the Oakland Traffic Club, Oakland, Cal.

(2)—to Walter W. Weller, Newark, N. J.

(3)—to Frank G. Maxwell, St. Louis, Mo.

*Editor's Note:* The foregoing account of what happened at the A.T.C. convention fails to mention the credit due *DandW* for the part it played in conjunction with the fine work of Floyd A. Keeling in making possible the present national interest toward the formation of a National Institute of Traffic Management. For the past 10 mos., Mr. Keeling has given unstintingly many weary hours and *DandW* considerable editorial space to revive very successfully this project, which for 9 or 10 yrs. before under the leadership of Dr. Wilson and in another magazine made little or no headway. If further proof of this statement is needed, we refer our readers to letters appearing in this, past, and future issues.

**Atlantic Terminal and Warehouse Co., Phila., Organized**

The Atlantic Terminal and Warehouse Co., Inc., of Philadelphia, has been organized to take over the operation of Pier N. 5, North Delaware Ave., Phila. The company is headed by Ludwig Ruprecht as president and general manager, with general offices located in the Bourse Bldg.

Mr. Ruprecht is well known in shipping circles, not only in Philadelphia but abroad, and the purpose of the new company is to offer complete dock and storage-in-transit facilities to importers and exporters, and to steamship companies with cargoes for that port.

The pier is a double-decker, modern, of steel and concrete, sprinklered; 531 ft. long and 185 ft. wide. The pier-shed proper is 511 ft. long, 170 ft. wide, with depressed trackage in the center. It has two 24-ton, and four platform elevators of 12,000 lbs. capacity. The lower deck has 32,000 and the upper deck 83,000 sq. ft.

Ship-to-shore telephone service is being installed. The Belt Line service makes available shipments over all railroads entering Philadelphia.

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**MERCHANDISE HOUSEHOLD GOODS MOTOR FREIGHT**

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J. H. ENGLISH,  
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SORTING AND BOXING  
DISTRIBUTION OF POOL CARS  
TRANSFERS HOUSEHOLD GOODS

1000-1020 Fort Worth Ave.

SAN ANTONIO, TEXAS

**CENTRAL WAREHOUSE & STORAGE CO.**

331 Burnett Street

**MERCHANDISE EXCLUSIVELY**

Pool Car Distribution—Complete Service  
Distribution—Storage—Drayage  
Inquiries Solicited

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**MERCHANTS**  
**TRANSFER & STORAGE CO.**

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**

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FIREPROOF

POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

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**Scobey Fireproof Storage Co.**

HOUSEHOLD - - - MERCHANDISE  
COLD STORAGE - - - CARTAGE  
DISTRIBUTION

INSURANCE RATE - - - 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS



**SOUTHERN TRANSFER & STORAGE CO.**

Specialists in Merchandise Distribution

**FIREPROOF BONDED STORAGE**

U. S. Customs Bonded Warehouse—

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TYLER, TEXAS

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Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

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Specialists In

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Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

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72,000

Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.

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60,000 square foot exclusive Household goods Fireproof warehouse. Our own vans anywhere in West. Complete service.

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Sprinklered Building - Complete Facilities  
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Write for Booklet—"7 POINT DISTRIBUTION"

**N.F.W.A. Convention**

(Concluded from page 18)

off the peak. Here, they are utilizing the principle of putting "matinee" rates in the moving business. The regular rate of \$5.00 per hour for a van with driver and helper is charged on the first 2 days of the month, 2 days in the middle of the month, and 2 days at the end of the month. On all other days during the month a reduced rate of \$4.50 per hour is charged. The result of this plan has been that many customers set their moving date to take advantage of the lower rate and yet the movers have about all the work they can handle on the regular rate days. All of the larger movers in San Francisco have operated on this plan for the past year and are well satisfied with the results.

In the report of the insurance committee, headed by H. B. Holt, emphasis was placed on the importance of good housekeeping and the need of frequent warehouse inspections for fire hazards. It was also questioned whether it was not dangerous to use the word fireproof in connection with both name and in advertising.

The insurance rate reduction committee, of which W. S. Conklin is chairman, cited a case in one large city where a group of warehousemen hired an insurance counselor and engineer, free of any agency or company connection, to complete a survey and advise procedure. After much effort in securing the assistance of member brokers (who finally realized they would not lose their business to a competitor), a real job was done, resulting in savings ever since of hundreds of dollars a year in premiums by the members. The counselor was paid a fee and the building owners and customers are continuing to profit. The rate reduction committee advised local groups to consider this procedure for insurance economy and stated that it would be glad to help in organizing local groups who sought its help.



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**Inland Waterways**

(Continued from page 12)

With the completion of the inland channels modern river-rail interchange terminals are being constructed throughout the Valley. Grain elevators are being built on the river banks and private firms are seeking locations which will permit them to load their products directly into the barges. One of the most pronounced developments of private industry on the rivers is that of the petroleum companies, which are building terminals and storage tanks at various points throughout the Middlewest.

The most serious threat to the inland water carriers is the proposal to place them under the restrictive regulation of the Interstate Commerce Commission, which since its conception has been "railroad-minded".

This bill would subject the newly developing water carriers to regulation by the commission as follows:

1. Rates, fares, charges and all rules and regulations connected therewith.
2. Services, schedules, supply, use, movement, distribution and interchange of equipment.
3. Facilities, establishment of new lines, extensions, abandonments and the requiring of certificates of convenience and necessity, with the right of revision and revocation at the will of the Commission.
4. Control over accounting and financing.
5. General powers to institute investigations and to enforce compliance with such rules and regulations as the Commission may impose.
6. Long and short haul clause made applicable to water carriers.
7. Investigation by so-called Transportation Board designed to restrict waterway carriers.

It is significant that the only demand for such regulation comes from a competing form of transportation which is seeking to regain a traffic monopoly. There is no demand from the shippers or the public that the river carriers be regulated. The river carriers have never been accused of secret rebating or of making rates below cost, or of any unfair business practices.

For the convenience of shippers, this section is arranged geographically

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**THE ONLY MILWAUKEE DOCK****WITH COLD AND GENERAL STORAGE**

As has been pointed out, not one of the lines operating on the Mississippi River System has sought or obtained Government aid or subsidy. With the exception of the Federal Barge Lines, which handled only 2.7 per cent of the total commerce of the system last year, all the barge lines are owned and operated by private interests.

Freedom and flexibility of rates and services are the needs of industry and commerce. Regulation tends to freeze both rates and services into standards which defeat the needs of the shipper. Frequently by the time an application for a change in rates or services has unwound the red tape of the Interstate Commerce Commission's procedure, the need for the change has passed.

The joint rail-barge rate case, I.C.C. 26712, has been pending before an Examiner of the Commission for more than 5 yrs. More than 15,000 pages of type-written testimony have been accumulated and there are some 1,300 exhibits on file—and yet to date not a single Commissioner has seen any of it. The case of the Farmers National Grain Elevator Corp. vs. the Alabama Great Southern Railroad Co. was opened in May, 1935. Lengthy hearings were held all over the country. The Examiner filed his report, and now after 4 yrs., the case has been reopened for further hearings.

Since the Commission was given the power to regulate motor carriers, hearings have been held on some 9,000 applications. Approximately 2,000 are pending

about hearings, and of the 6,000 cases which have been heard, a number have been reopened, leaving a high total of 5,000 cases still pending. This does include a great number of "grandfather clause" cases, which it is estimated, runs into many thousands. The Commission is just as far behind in many of its rate cases. The Consolidated Southwestern cases, Nos. 13535 and 14880, opened with hearings in 1924. Recently the cases have been reopened and the Examiner's report is now awaited by the Commission, after having gone 15 yrs. without a final decision.

Now it is proposed to add the inland water carriers to this red-tape bound commission. The result will be additional chaos and confusion, long delays before the carriers will be able to get decisions, and a resultant impairment of service and higher cost to the shipper. Water transportation is good for commerce for one reason only. It can, and does move heavy freight at a lower compensatory cost than other forms of carriage. Regulation will inevitably increase its costs and raise rates to the shippers.

The policy of the Interstate Commerce Commission and the railroads has always been to fix rates on the basis of "all the traffic will bear". There is every reason to believe that this will still be the rate making policy, and the "added cost theory" and "out of pocket cost" will be injected into every case before the Commission involving water rates.

Transportation is a public utility. It is a servant of commerce and of the public and should never be permitted to become the master. However, the Wheeler Bill will be a long step toward making transportation carriers the master of the people. It is the rail carriers who have received consideration in this bill, and not the manufacturers, the farmers and the merchants of this country, who produce the tonnage and pay the freight bills on all forms of transportation. They and the consumers should receive first consideration in the development of any sane and sound national transportation policy.

There is another phase of the inland waterways which is frequently overlooked, and that is its value in national defense. As a matter of fact the rebirth of inland water transportation dates from the World War when the railroads broke down under the stress of the emergency and the government turned to the Mississippi to help move its war materials and supplies.

The waterways are also aiding in national defense by helping develop industry in the interior—which is the logical place to concentrate our industrial preparedness program. The Mississippi Valley is protected from invasion by the natural barriers of mountain ranges on both the east and west borders. It is remote from the seacoast, which is vulnerable to attack from the air.

In this Midcontinent Basin are located the major portion of our natural resources, which would be essential in time of national emergency. Here are our iron, coal, timber, zinc, lead, and many of the chemicals needed in warfare.

In this section are produced most of the nation's agricultural products including foodstuffs and cotton which is needed for the manufacture of high explosives. With the completion of the inland waterways the Valley will have more than 7,000 miles of waterways for the assembly of raw materials and the distribution of war supplies, thereby releasing the railroads for the movements of troops.

Living conditions in the Mississippi Valley are also favorable to the development of industry, in both peace and war times. This section has a temperate climate, ample water and vast supplies of coal and petroleum. Its citizens are largely of native American stock, ideally suited to the development of skilled labor. Industrial development in this section need not be concentrated in a few large cities, as is the case along the seaboard. Instead, industry can be spread out throughout the Valley along the waterways.

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